

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at New York, N. Y., under the act of March, 1879.

Vol. 53.

New York and Chicago, December 4, 1915.

No. 23.

## BIG CHANGES AT WASHINGTON.

Confirmation of the rumored change in the office of the Secretary of Agriculture, as reported in last week's issue of The National Provisioner, has been received from what appears to be a reliable source. In fact, even more important changes are expected, and an official announcement to the following effect may be expected from the White House, it is believed, on or before January 1:

Justice Lamar, of the United States Supreme Court, to resign or retire on account of failing health.

Franklin K. Lane, of California, Secretary of the Interior and former Chairman of the Interstate Commerce Commission, to succeed Justice Lamar.

David B. Houston, of Missouri, at present Secretary of Agriculture, to be Secretary of the Interior.

Carl Vrooman, of Illinois, Assistant Secretary of Agriculture, to be Secretary of Agriculture.

Professor Thomas B. Carver, formerly of Harvard, and now working jointly with the Department of Agriculture and the Rockefeller Foundation on rural organization problems, to be Assistant Secretary of Agriculture.

## MEAT IMPORTS FOR NINE MONTHS.

Effect of the war and other conditions on meat imports is indicated by the official figures for the first nine months of the year, which show that for that period imports of beef were 96,603,656 lbs., compared to 201,510,132 lbs. for the same time in 1914. Imports of canned and cured meats for the nine months totalled 3,469,733 lbs., compared to 24,270,564 lbs. during the same period a year ago. All meat and meat products imports for the nine months aggregated 113,411,892 lbs., compared to 260,195,265 lbs. for the like period of 1914.

## SUIT OVER CEREAL IN SAUSAGE.

The case of the packers against the Federal government to prevent the barring of cereal in sausage is on the calendar for trial during the present month in the United States Court at St. Louis. Secretary McCarthy of the American Meat Packers' Association informs the members, who are vitally interested in the settlement of this question, that the case will probably be reached for trial this month. The Government sought to bar cereal in sausage products, and this case was brought to determine its right to do so.

## CHANGES IN MEAT INSPECTION REGULATIONS Recent Amendments and Additions of Interest to the Trade

The Secretary of Agriculture this week announced from Washington a series of amendments to the Federal meat inspection regulations which contain some modifications of importance to the trade. This series of amendments is the second since the approval of the revised regulations. The changes and additions became effective December 1.

One of the amendments of special interest is that permitting the shipment in and out of uninspected houses of meats and meat products bearing the government inspection mark. This will be of especial benefit to branch houses not having inspection, wholesalers, jobbers, etc. Heretofore inspected products entering uninspected branch houses or similar establishments could not be reshipped in interstate trade or sent to other inspected houses. Under the new regulations this may be done, provided they are in the original containers or bear the original inspection mark, and provided they have not been prepared or processed in the uninspected establishment.

### Shipping Out of Uninspected Houses.

This regulation applies to lard, canned meats, oleomargarine, fresh meats, unmelted fats, etc. The regulations on this point now read in full as follows:

Regulation 18, section 3, paragraph 2.—Except persons having unrevoked certificates of exemption and farmers slaughtering animals on the farm, who comply with the provisions of regulation 25, applicable to them, no person who slaughters cattle, sheep, swine, or goats, or processes any meat or product, in an establishment not having inspection in compliance with these regulations, shall transport or offer for transportation or cause or permit to be transported or offered for transportation any meat or product from such unofficial establishment in interstate or foreign commerce, or bring the same into an official establishment:

Provided, however, That inspected and passed lard, canned meat, and oleomargarine, which has not been removed from and is in the immediate or true containers, may be transported in interstate or foreign commerce from such unofficial establishment if no product of the kind so transported is prepared or processed in the establishment, and the immediate or true containers bear the inspection legend and the articles are sound, healthful, wholesome, and fit for human food:

And provided further, That fresh meats and unmelted fresh fats which have been inspected and passed and which bear the inspection legend may be brought from any such unofficial establishment into official establishments in the same State, Territory, or Dis-

trict when such meats or fats are found upon reinspection to be sound, healthful, wholesome and fit for human food.

Regulation 25, section 4, paragraph 3.—Jobbers, wholesalers and others who operate establishments in which slaughtering or processing is done, without the inspection provided for in these regulations, and who receive meat and products which have not been processed, other than under inspection in compliance with these regulations, may ship from such establishment, in interstate or foreign commerce under section 5 of this regulation, inspected and passed lard, canned meat, and oleomargarine which has not been removed from and is in the immediate or true containers:

Provided, That no product of the kind so transported is prepared or processed in the establishment, and that the immediate or true containers bear the inspection legend, and that the articles are sound, healthful, wholesome and fit for human food.

### Regulations on Sterilized Products.

The regulations covering sterilized meats or meats intended for sterilization are amended as to labelling as follows:

Regulation 15, section 3, paragraph 2.—Any carcasses or parts prepared in compliance with paragraph 1 of this section, whether canned or placed in other approved container or not, shall be plainly and conspicuously marked "Prepared from meat passed for sterilization."

### Use of Coloring Matter.

The regulation regarding the use of permitted coloring matter is amended as follows:

Regulation 17, section 9, paragraph 10.—When permitted coloring matter is used in the preparation of lard or other prepared animal fats under the provisions of paragraph 3 of section 6 of regulation 18, there shall appear on the label, in a prominent manner and contiguous to the name of the product, except in the case of oleomargarine, the statement "Artificially colored."

Dogs are barred from all official establishments by the following regulation:

Regulation 8, section 3, paragraph 8.—Dogs shall not be admitted into official establishments.

### Hides from Condemned Animals.

The regulation regarding the handling of hides and skins from condemned animals is made to read as follows:

Regulation 10, section 8, paragraph 3.—Skins and hides from animals condemned for tuberculosis or any disease communicable to man or other animal may be removed from the establishment, except as provided in section 2 of regulation 11, for tanning or other industrial use; but they shall be removed for these uses only after disinfection as follows: Each skin or hide shall be immersed for not less than five minutes in a 5 per cent. solu-

tion of liquor cresolis compositus, or a 5 per cent. solution of carbolic acid, or for not less than four hours in a mixture composed of one part of bichloride of mercury to a thousand parts of salt solution containing not less than 15 per cent. of sodium chloride. The process of skinning and dipping shall be conducted entirely in the retaining room, or other specially prepared place approved by the inspector in charge, and under the supervision of a bureau employee.

#### Shipment of Undenatured Inedible Greases.

The government gives itself the right to ship inedible grease, tallow, etc., suitable only for industrial use, without denaturing. Others are required to denature before shipping. This special regulation reads as follows:

Regulation 25, section 12a.—When inedible grease or tallow or other inedible article derived wholly or in part from cattle, sheep, swine, or goats, suitable only for industrial use, is of such a nature or for such an industrial use that it is impracticable to denature the same and the product is shipped by an executive department or commission of the United States Government, such product may be transported from one State or Territory or the District of Columbia to or through another State or Territory or the District of Columbia, or to any place under the jurisdiction of the United States, without denaturing, provided the other provisions of this section are complied with. The carrier shall require, and the executive department or commission shall make and deliver to the carrier, a certificate in duplicate in the following form:

Date.....	191..
INEDIBLE FAT.	
Name of carrier .....	
Consignor .....	
Point of shipment .....	
Consignee .....	
Destination .....	
The following-described fat is not capable of being used as food by man, is suitable only for industrial purposes, is not for food purposes, and is shipped by the United States Government.	
Kind of product .....	Amount and weight .....
.....	
.....	
(Name of Department or Commission.)	
By .....	
(Name and official title of officer or employee.)	

The signature of the officer or employee tendering the consignment for shipment shall be written in full. This certificate shall be separate and apart from any waybill, bill of lading, or other form ordinarily used in the transportation of meat. The duplicate certificate shall be forwarded immediately by the initial carrier to the Chief of the Bureau of Animal Industry, Washington, D. C.

As evidence to connecting carriers that the proper shipper's certificate is on file with the initial carrier, the waybills, transfer bills, running slips, or conductor's cards accompanying such shipment shall have embodied therein, stamped thereon, or attached thereto a signed statement in the following form:

(Name of transportation company.)  
Inedible, suitable only for industrial purposes, by the Government, as evidenced by shipper's certificate on file with initial carrier.  
(Signed) ....., Agent.

#### MUST CERTIFY PURITY OF LARD

Lard imported into Salvador, Central America, must be accompanied by a certificate of purity, according to a decree issued September 18, 1915, by the authorities of Salvador, Central America, as follows:

It being necessary for the public health that the lard which is imported into the country be of good quality, the executive power decrees: That for all registry of this article the administrators of customs shall exact, after the 1st of December of the present year, that the consular invoices be accompanied by a certificate of purity, which shall express the quantity and quality of the said article; said document to be viséed by the respective official. Without this requisite the consuls will certify no invoice.

#### EXPERIMENTING WITH FLY TRAPS.

The Federal meat inspection authorities announce that the Bureau of Entomology of the Department of Agriculture is conducting extensive experiments to determine the best methods of trapping flies on the premises of official establishments. The work is well under way and a definite scheme of fly trapping will soon be ready for adoption. It is therefore suggested that the managements of official establishments postpone the construction of fly traps for use next year pending the results of the experiments which this bureau expects to be able to publish soon.

#### STORING HOG CHOLERA VIRUS.

The government meat inspection authorities have issued a notice forbidding the storage of anti-hog cholera virus or serum in any part of an inspected establishment where meat or meat products are stored or handled. The notice says:

Anti-hog-cholera serum or hog-cholera virus should not be stored in any compartment of an official establishment where meat or product is stored or handled. Inspectors in charge of meat inspection are requested to investigate the manner in which these articles are handled at official establishments under their jurisdiction and see that this order is observed.

#### IMPORTED MEAT TRIMMINGS.

The federal meat inspection authorities have announced a regulation permitting the importation of beef and pork trimmings under conditions described in the following notice:

Referring to the item in Service and Regulatory Announcements of December, 1914, page 158, entitled "Meat Trimmings," until further order beef trimmings (except those from heads) and pork trimmings in pieces which do not approximate 4 pounds in weight may be imported into the United States in accordance with the provisions of regulation 27, B. A. I. Order 211, provided that the trimmings are shipped in containers which will prevent contamination en route and that adequate facilities for exposing the trimmings and defrosting the frozen trimmings for examination are afforded at the ports of entry and other points where bureau inspections are made.

#### MEAT INSPECTION CHANGES.

The following recent changes in the Federal meat inspection service have been announced:

Meat inspection inaugurated: D. M. Bodine, 32 South Stockton street, Trenton, N. J.; Chamberlain & Company, Inc., 33-35 John street (mail 113 Clinton street), Boston, Mass.; Thomas Harris, 443 West Forty-fifth street, New York, N. Y.; Providence Churning Company, 15 and 17 Jackson street, Providence, R. I.; \*Kings & Company, Ltd., Union Stock Yards, Richmond, Va.; \*Sans Souci Abattoir, Wilmington, N. C.; \*The Taylor Provision Company, 63 Perrine avenue, Trenton, N. J.; \*A. Fink & Sons, Inc., 810 Frelinghuysen avenue (mail 129 Belmont avenue), Newark, N. J.; A. A. Fink & Sons, Inc., 129-131 Belmont avenue, Newark, N. J.; B. S. Pearsall Butter Company, 55 North State street, Elgin, Ill.; \*S. M. Holsinger Company, South Cumberland street, Morristown, Tenn.; Armour & Company, 193-199 Fort Greene place and 627-629 Atlantic avenue, Brooklyn, N. Y.

Meat inspection discontinued: \*Watertown

Packing Company, Watertown, S. D.; \*Gregory Farm Laboratory, White Hall, Ill.; \*Levatinsky Bros., Brighton, Mass.; John R. Sampson, corner Reynolds and Wireback streets, Easton, Pa.

\*Conducts slaughtering.

#### CAN'T KEEP STEAMSHIP LINES.

The Interstate Commerce Commission has denied the petition of Jeffery & Campbell, acting in behalf of the Commercial Exchange of Burlington, Iowa, that the commission reconsider its previous order to the effect that the transcontinental railroads must divorce themselves before December 15 from their steamship holdings on the Great Lakes. It is thought that this will end the controversy, except with the settling of details with some of the individual lines.

Ten steamship companies, doing nearly all of the business on the Great Lakes, are owned and controlled almost entirely by the Pennsylvania, the New York Central, the Erie, the Lackawanna and the Lehigh Valley railroads. The raise in freight rates which followed the effecting of these combinations, beginning in 1910, is well known.

#### RAILROADS DODGE THE ISSUE.

In an attempt to answer the protests against the plan of the railroads to raise the rate on dressed beef cuts from New York to St. Louis and East St. Louis, from 52.5 cents to 61.4 cents, the defendants, in a reply brief to the Interstate Commerce Commission, seek to dodge the issue.

It is set forth in this document that the "reasonableness" of the proposed increase is not the real issue, but that it is a question of "propriety." In other words, the claim is that the commission, in fixing a maximum rate, is called upon only to say whether the rate proposed comes within "the flexible limit of judgment of the carriers."

The present rates are inconsistent, and certain readjustments are needed, it is claimed. Excerpts from previous decisions of the commission are quoted in support of this theory.

#### PACKERS' CASE MARKS TIME.

From surface indications, it seems that the \$15,000,000 case of the American packers against Great Britain marked time this week. Nothing indicating a change of the situation was given out by any of the three sources concerned with the Washington end of the situation, namely the Department of State, the British embassy, and representatives of the packers.

The only public statement from London was a cable stating that little attention was paid there to the report cabled from America that the packers' cases are about to be reopened. This cable report said it was learned on high authority that it is true the government has been approached by the packers with the idea of reopening the case, but the question is still under negotiation, no decision having been made either way. The general opinion in London is that there is little chance of Sir Samuel Evans' judgment being reversed by the court of appeals.

Notwithstanding this cable report, however, it is expected that the compromise out of court referred to in last week's issue will be achieved.



## FOOT AND MOUTH CONFERENCE AT CHICAGO

### Government Praised for Its Efforts to Eradicate the Disease

The conference on the foot-and-mouth disease, called by the Secretary of Agriculture, was held at Chicago on Monday and Tuesday of this week. It was attended by several hundred men from all over the country, representing all interests affected by these disease outbreaks.

Assistant Secretary of Agriculture Carl Vrooman presided. He outlined the object of the conference as follows:

"The conference on foot-and-mouth disease is the first of a series of similar conferences to be held during the coming year. The federal Department of Agriculture is desirous of working not only for the farmer, but with the farmer, and an all the great problems connected with rural life it is anxious to get the farmer's point of view, the farmer's experience and the farmer's practical suggestions.

"In addition to representatives of all the live stock associations of the country, there have been invited to this conference representatives of stock yards, railroads, the agricultural press, country banks, state livestock sanitary boards and state agriculture colleges, so at its sessions a hearing will be given to every important interest connected with the livestock industry throughout the United States.

"The Department of Agriculture realizes that only by collecting and co-ordinating the best thought of all those interested in the livestock industry can it expect to work out solutions of livestock problems that will secure a square deal for everybody concerned. The federal department has the most splendid corps of scientific workers in the world, and it is justly proud of their splendid achievements, but it means in the future to avail itself, so far as possible, of the practical wisdom and practical experiences of all sorts and conditions of men who are vitally concerned with the problems it is trying to solve.

"Among the problems that require especial consideration are proper methods of financing campaigns of eradication, the proper co-ordination of the work of federal, state and county officials and individual farmers, the best method of applying quarantines, and the fairest way of appraising values of slaughtered herds."

#### Canadian Authority Praises Our Work.

The various subjects referred to were discussed by authorities in various lines. Dr. J. G. Rutherford, the eminent Canadian authority, declared that he thought the foot-and-mouth disease outbreaks of 1914 and 1915 had been very well handled. While mistakes were made at the outset, he thought the work done under the difficulties met with was really remarkable. In Canada they always kept in close touch and harmony with Washington.

He declared that as a boy he was very familiar with foot-and-mouth disease in Britain, when they tried to handle it by quarantine. He said the common experience was that cost and losses that way were much greater than by the slaughter method. He hoped the federal and state laws might be unified and especially urged the great business interests of the country to realize the foundational importance of livestock farming and get together to back the government in all protective and advancement work.

Dr. A. D. Melvin, Chief of the United States Bureau of Animal Industry, stated that contaminated smallpox vaccine virus started the 1908 outbreak and probably that of 1902.

Previous outbreaks were from imported cattle. The present one had not been definitely traced. Some imported German gloves, the wrappings of which were thrown into hog houses at Niles, Mich., formed one of several possible causes.

Secretary T. W. Tomlinson of the American National Livestock Association, and President F. J. Hagenbarth of the National Wool Growers' Association, were very insistent in their queries as to whether there might not have been some connection between the year of greatest importation of animal products from South America, where the disease is widespread, and the costliest outbreak this country ever had.

Dr. Melvin said there was no doubt that infected serum caused the 1915 outbreak. Asked why they had not destroyed this serum, he said the ordinary tests showed it to be neither impotent to check hog cholera nor contaminated. Under the law that was all they could do. Much more thorough tests were made after the outbreak and proved that the serum was contaminated. Experiments are now being made to safeguard all serum without weakening its potency.

Farmers' and stockyards companies' side of the question was discussed, and the great economic losses referred to. Secretary T. W. Tomlinson of the American National Livestock Association was scheduled to discuss the stock car question. He brought up the matter of imported meats and hides and declared his belief that this might have been the cause of introducing the disease. He introduced resolutions protesting against the importation of meats and hides from infected countries, but Secretary Vrooman ruled the resolutions out of order.

#### TO PROBE FAKE ADVERTISING.

As a result of the hearing before the Federal Trade Commission, held in Washington last week, at the request of the Associated Advertising Clubs of the World, assisted by many American affiliated organizations, Chairman Joseph E. Davies announced that the Commission stands ready to investigate any concrete case of fake, fraudulent or misleading advertisement which attains interstate circulation.

This statement was made at the close of two hours of very successful arguments presented by prominent members of the association, and the offer was immediately accepted by President Herbert S. Houston, who said that not one, but many concrete cases would be submitted within a few days.

In fact, the statement was made by E. T. Meredith, publisher of *Successful Farming*, of Des Moines, Iowa, that a circular letter of inquiry to the members and scouts of the association throughout the country doubtless would bring forth fully 5,000 instances of fraudulent or fake advertising within thirty days.

Other speakers were Herbert S. Houston; James Keeley, editor of the *Chicago Herald*; Charles H. Porter, chairman of the association's vigilance committee, and president of the Chicago Advertisers' Club; H. J. Keener, executive secretary of the national vigilance committee, and William H. Ingersoll, chair-

man of the national commission of the National Association of Advertisers, and a member of the firm which manufactures the famous Ingersoll dollar watch.

One startling point made was the report of the Solicitor of the Postoffice Department to the effect that fake mail order concerns against which the Department had issued fraud orders, barring them from the use of the mails, have "stung" the American public to the extent of \$239,000,000 since the crusade of the Department began several years ago. The very important point of false and misleading advertisements by local concerns in local newspapers came in for its full share of consideration.

One illustration given by Mr. Ingersoll was the advertisement, spread far and wide, of a well-known baked beans concern, which claimed that beans are more nutritious than meat, when as a matter of fact baked beans are about half water. This was cited as an injustice to meat interests and to local butchers. Many other illustrations, which were denounced as wasteful, dishonest, vicious and irresponsible, were given.

The ground upon which the association believes the Federal Trade Commission has authority to act is that dishonest advertising is simply another word for unfair competition, and the Commission being empowered by law to investigate and act upon dishonest competition, therefore may include dishonest advertising in its scope.

A national law, or some sort of a Federal executive regulation, if a national law is not possible, was recommended, and the anti-fake advertising law of Germany was suggested as a good model for this country to follow.

#### LIFT MORE DISEASE QUARANTINES.

By an order of the Secretary of Agriculture effective on November 27, and published December 1, Massachusetts and New Jersey were taken out of the foot-and-mouth quarantine area. Both States are now absolutely free from all traces of the disease. No new cases, or even suspicious cases, have been reported there for many weeks, but the departmental and State authorities decided to make sure before lifting the ban altogether.

In Illinois only twelve counties are still under surveillance, and most of them are now in the restricted or modified areas. These counties are McDonough, Lake, Stark, Cook, Warren, Fulton, Dupage, La Salle, Bureau, Livingston and Marshall.

Now that the cold weather has set in, and the serum situation has been taken well in hand, no further outbreaks are expected throughout the winter.

#### PACKERS CO-OPERATE ON DISEASE.

For the purpose of co-operating with authorities of the various States in the work of eradicating animal diseases, such as foot and mouth disease, tuberculosis, hog cholera, etc., President Fred Krey of the American Meat Packers' Association has appointed the following committee from the association: W. H. Gehrman, Kohrs Packing Company, Davenport, Ia., chairman; E. F. Rath, Rath Packing Company, Waterloo, Ia.; Myron McMillan, J. T. McMillan Company, St. Paul, Minn.; Wm. F. Dawson, the Layton Company, Milwaukee, Wis.; Secretary G. L. McCarthy, ex-officio.

## PRACTICAL POINTS FOR THE TRADE

**[EDITOR'S NOTE.]**—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### A RECIPE FOR SULZE.

An inquirer asks for the following information:

Editor The National Provisioner:

Please give me a recipe for making sulze.

To make sulze take 70 pounds pickled snouts and cook  $1\frac{3}{4}$  hours at 200 to 210 degs. Fahr.; 25 pounds dry salt or pickled pork cheeks, and cook 30 to 40 minutes at 200 to 210 degs. Fahr.; 5 pounds tripe, cooked 5 minutes. Add 12 pounds jelly and 6 pounds 45-grain vinegar. Scald all meats after putting through the hasher to remove the grease. Put up in 6 or 10-pound pans or stuff in beef bungs.

### HANDLING AND VALUE OF OFFAL.

In a recent issue The National Provisioner answered an inquiry from a Western reader as to the value of heads, feet, entrails, etc., on a grease and tankage basis when the tank-water is utilized. This applied to both cattle and hog offal. The inquirer was not a packer, but a small operator, and further information was asked. He replied as follows:

Editor The National Provisioner:

I did not make it quite clear as to just what material I received. I receive the head, feet and stomach of a cow. The packing company trims off all the meat from the head and turns it over to us with the horns. They trim off all the fat from the guts and then make casings from them. Of course we always get a few that they spoil. They also make tripe from the paunch, but we get a small percentage of them. We get the same kind of hog offal. We get this offal from about 100 cattle and 200 hogs per week. The volume would not be enough to sort the shin bones, horns and hoofs, or make the different

kind of oils obtainable from these different materials.

Evidently the quality and quantity of raw material you receive would not warrant sorting and separate manipulation. It would seem to us that the best you can do is to make as good a soap grease of the whole as you can, and to this end render your material as fresh and clean as you possibly can.

Bones which are not intended to be sold as bone for manufacturing purposes, or as raw bone, such as shins, skulls, jaws, knuckles, etc., should be put in the bottom of the tank first; then all the larger material; next and lastly the small fats.

Run warm water through the stock in the tank as you are loading it, with the gate open enough to drain it out. When the tank is loaded cover the material with clean water, put on the tank head and turn on the steam gradually. At the first "roll" of the contents of the tank turn off the steam and drain off the water into your receiving tank for evaporation.

All these waters should be boiled and skimmed free of fat before being evaporated.

Next run into your tank about half as much clean water as in the first place, turn on the steam and cook 6 to 8 hours at around 36 to 40 pounds steam pressure. Providing you handle your raw material fresh and clean, the resultant product should be a number one grade of soap grease.

Keep your tankwater hot for evaporation and handle your tankage hot also. Cook shin and other bones in an open vat at around 180 to 195 degs. Fahr. for 4 to 8 hours, then skim off the oil and run the water to the evaporator receiving tank.

You can sell horns, hoofs and bones without sorting, keeping each separate, however. You will have shins, knuckles, skulls, jaws (raw bone), horns and hoofs, and this material should be stored in a fairly dry room which is well ventilated with outside air, until sufficient volume has accumulated to ship.

Do not over-cook shin bones or they will become chalky, and do not subject them to artificial heat in storage after being cooked,

as they will crack. This applies also to horns and hoofs fit for manufacturing purposes.

Saw the horns off the head and scald them at 140 to 150 degs. Fahr. for 15 or 20 minutes, and the pith can then easily be hammered out. Hoofs will slip off if similarly treated. This water, however, should be 150 to 175 degs. Fahr.

### DRY CURING PORK.

The following directions for dry-curing pork are given by the University of Missouri College of Agriculture, being intended especially for country curers:

Rub each piece of meat with fine clean salt and allow it to stand from six to twenty-four hours in a pile on a bench or a table, so the bloody serum can drain out. The dry-curing mixture for 1,000 pounds of meat is: fine clean salt, 40 pounds; white or brown sugar, 10 pounds; white or black pepper, 4 pounds; red pepper, half pound. Mix thoroughly.

Rub each piece of meat thoroughly with the dry-curing mixture, taking care to see that it penetrates the muscles around the ends of the bones of the hams and shoulders. Pile the meat carefully with the skin down, in a cool, airy place, but avoid damp, musty cellars. Do not make the pile more than three feet deep, or let the meat stay more than three days without another application of the mixture, but after the second application no other need be applied for five or six days more.

A fourteen-pound ham should be allowed to cure for three weeks, or a day and a half for each pound of its weight. After this treatment, it should be thoroughly cured. Only two-thirds as much time need be allowed for giving a mild cure to meat to be used during the spring.

Wash each piece with warm water and remove any extra curing mixture. Wipe it dry and hang up for smoking. When all the meat is ready, smoke with hickory, oak, apple, or in fact any wood except that of the pine family. About twenty-five smudges make a good mild smoke, but the taste of the user should determine this. Country-cured meat may mould in damp weather without any injury, but it must be carefully wrapped or sacked to keep out the skippers.

## STANDARD FOR A GENERATION SWENSON EVAPORATORS

have been put into every industry where evaporators are used. They have become so well and so favorably known that for most of these industries today the Swenson is standard. Repeat orders have followed one another until now half of our business is based upon previous business with the same concerns. At the same time, where required, we will design and construct evaporators of any type to suit special conditions.

We have become the largest manufacturers of evaporators in the United States because we have gone at the thing from the right standpoint. Our staff of engineers includes men whose experience ranges over all industries using evaporators, and whose training has been along thoroughly scientific lines. Every evaporator we build is designed to fulfill certain specific conditions. It is designed with the background of this wealth of experience, and is based upon correct principles. Only

under such conditions could the business have been built up to our present dimensions.

The reason the big packers come back to us for more and more evaporators for tank water is because they have thoroughly tested out our product and found it satisfactory. The man whose plant is smaller does not always have opportunity to make these tests, but he can safely rely upon the example of the men of widest experience.

# SWENSON EVAPORATOR CO.

945 Monadnock Block

(Formerly American Foundry & Machinery Co.)

CHICAGO



# THE NATIONAL PROVISIONER

New York and

Chicago

Official Organ American Meat Packers' Association

Published by

**The Food Trade Publishing Co.**

(Incorporated Under the Laws of the State of New York)

at No. 116 Nassau St., New York City.

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Correspondence on all subjects of practical interest to our readers is cordially invited.

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United States .....	\$3.00
Canada .....	4.00
All Foreign Countries in the Postal Union, per yr. (21 m.) (26 fr.) .....	5.00
Single or Extra Copies, each .....	.10

## WHAT MAKES GOOD SAUSAGE?

Food reformers with the best of intentions sometimes get away off the track in attempting to lead the public to the goal of pure food. No more striking instance of misguided good intentions can be found in the history of recent food agitation and sumptuary legislation than the campaign against cereals in sausage.

Taking it from newspapers and magazines, cereal in sausage is an adulteration and a fraud, and must be prohibited. If such is the case, then for some centuries past good sausage-makers, both commercial and in the household, have been self-made victims of their own deception. For it has been the common practice for generations to include cereal in various forms in making sausage, as a useful and a desirable ingredient.

As shown by a well-known trade expert in a discussion of this subject in the columns of *The National Provisioner*, various forms of cereal such as bread and cracker crumbs, potato flour, etc., are regularly used in old world countries to improve the quality, flavor and appearance of sausage, as well as to lower its cost. Sausage for army purposes would be an impossible luxury and an impractical item in the soldier's ration without a large admixture of cereal of some sort.

The famous sausage of the New England country housewife for two centuries has included liberal amounts of cracker meal and sage—and for a very definite purpose, to

give the proper consistency to the sausage in cooking, and to make the fatty element more palatable and digestible.

Whoever heard of such sausage being called "Sausage and cereal," or "Sausage with cereal added?" It was simply "Sausage" and nothing more, and nobody objected until the faddists and the suspicious-minded conceived the idea that fraud was necessarily a part of the equipment of every food manufacturer!

It is a plain statement which can be made and substantiated, that a sausage better in every way can be made with the use of cereal. The fact that cereals are cheaper than meat, that they will absorb as much water as meat, and that some manufacturers in the past may have abused their use—these facts put together do not alter the force of the claim that sausage with cereal is a better product in every way than sausage without.

It is clearly a misapprehension of facts and custom, as this expert says, to regard anything except pure meat in sausage as an adulteration. As he says, pure ground meats alone would not constitute sausage. Without the proper proportions of fat and lean, and the addition of the necessary cereals, milk, eggs, spices, seasoning and moisture, the result would be chopped meat, not sausage! This definition cannot be assailed, and is worth memorizing:

"Sausage is a manufactured result, and the extent of its freedom from non-meat elements is not a valid test of sausage quality. *The only proper and true test of sausage is in its texture, flavor, cooking qualities, appearance and digestibility.*"

These conditions must be met to secure a product which will be acceptable to the consumer. Household test and experiment established them long before food manufacture became a commercial necessity. The all-meat sausage will always find a limited demand, but the average digestion cannot stomach it as a steady diet, and the average pocketbook cannot stand the strain, either!

Sausage containing cereal was not the invention of an unscrupulous provision manufacturer. It was the result of experiment on the part of housewife and chef. Why this admixture was necessary to secure a palatable, nutritious and proper-appearing table delicacy need not be rehearsed here. The fact remains that custom and dietetic need established it, and when civilization reached the point where food manufacture on a commercial basis became necessary, the wise and intelligent manufacturer simply followed the time-tested formulas.

The added moisture argument is equally absurd. The housewife adds water to many articles in her cooking, and for obvious reasons, and yet the manufacturer making her sausage product for her is called an adulterator if he does the same thing. To say

that the housewife should be left to add either cereal or water to the commercial form of sausage is to make a statement ridiculous on its face.

One simple comparison is sufficient. The manufacturer of baked beans, either in the kitchen or the factory, takes dry beans containing but 13 per cent. moisture, and in preparing them for the table or the can adds 65 to 70 per cent. of moisture. Is this a fraud? And yet agitators talk excitedly about the "fraud" in adding a goodly proportion of water in the preparing of commercial forms of sausage.

The sausage-maker must please his trade. To accomplish this he does not try to build up a fantastic fake to fool people. He endeavors to follow the best practice and the most expert advice in turning out a product which will stand the test of taste and appearance and digestion, and which will also meet pocketbook requirements. This is what the consumer wants; why forbid or hamper it by statute or regulation?

## BEEF WAS NOT REJECTED

Another instance typical of the attitude of the daily press toward the meat industry was illustrated last week in the public prints. From New York city newspaper dispatches went to various papers throughout the country presuming to report the return of a cargo of beef rejected by the French government. "Rejected" and "condemned" were catchy words for a newspaper item, and they were freely used. The report told of the return of the steamship *Meissonier* with "thousands of tons of rejected beef."

The truth was that no beef was rejected and no beef was condemned. But it made a good newspaper story to say so, and as the meat packers were the only business interest to be harmed by coloring the story, they went ahead and colored it.

The *Meissonier* sailed from New York on October 14 with 3,500 tons of beef, largely for the French army. It was frozen beef, and kept so well that when the ship returned to New York last week with 700 quarters of the cargo still in the hold, the beef was passed for re-entry by Government inspectors without any trouble whatever.

The reason it came back was that it could not be unloaded. Traffic congestion at Marseilles was as bad as it is here. The vessel waited for days to discharge its cargo, demurrage charges piling up all the while. The consignees wanted the beef badly, but traffic conditions prevented their getting it without a long wait which was too expensive to make it worth while. The consignors finally determined that it was cheaper to carry the beef back home than to continue to pay demurrage. They did so. That was all there was to it.

## TRADE GLEANINGS

Fire destroyed the seed house of the Interstate Cotton Oil Company, Augusta, Ga. Loss on stock, machinery and building, \$175,000.

It is reported that the North Dakota Society of Equity will establish a packing plant at Fargo, N. D., to cost \$500,000.

Sydenham's cheese factory at Kingston, Ont., Canada, has been damaged by fire to the extent of \$7,500.

The construction of an abattoir at San Angelo, Tex., is being contemplated by the city. Mayor: George J. Bird.

It is reported that J. R. Connor, of Ferguson, S. C., is interested in the installation of a crusher at Orangeburg, S. C., to prepare agricultural lime from local deposits.

Armour & Company's fertilizer plant at West 44th and South Loomis streets, Chicago, Ill., has been damaged by fire with a loss of \$1,000.

Fire on the second floor of the engine house annex of the plant of Swift & Company, 9th and Noble streets, Philadelphia, Pa., caused a damage of \$500.

Plans are completed for the erection of a two-story building, 58 x 88 feet, brick construction, at Tremont street and Avenue A, Galveston, Tex., for Armour & Company.

The Lewisetta Packing Company, Lewisetta, Va., has been incorporated with a capital stock of \$50,000, with A. B. Garner as president, and T. W. Marsh as secretary.

Plans have been prepared for C. F. Vissman & Co., Louisville, Ky., for the erection of a two story, brick packing plant. Estimated cost, \$10,000.

A packing plant will be erected at Barnett, Ga., by the Southeastern Cattle Company, incorporated with a capital stock of \$25,000, by R. A. Cason of Atlanta, Ga.

Bay Village Livestock Company, Bay Village, Ark., has been incorporated by W. M. Bledsoe, W. P. Laster and L. E. Held. Capital stock, \$20,000.

It is reported that the New Orleans Butchers' Co-operative Abattoir Company, New Orleans, La., contemplate the erection of a rendering plant for tallow.

F. H. Lindsley, S. S. Burris and S. L. Burns are the incorporators of the Purity Products Company, St. Louis, to manufacture soap, etc. Capital stock, \$2,000.

The Jefferson Powder & Soap Company, Louisville, Ky., has been incorporated with a capital stock of \$27,000, by John N. Buford, C. W. Mentzendorff, C. C. Bosworth and J. H. Haag.

The main building, seed house and meal house of the Trio Cotton Oil Mill, Eastman, Ga., together with 2,200 tons of cotton seed, 600 tons of meal and cakes and fifty bales of linters, have been destroyed by fire.

Mutual Manure Company, Inc., New York, N. Y., to deal in manure, fertilizers, etc., has been incorporated with a capital stock of \$75,000, by J. Lewis, M. Cohen, 704 Cauldwell avenue, and L. Sherman, 313 East 17th street, New York, N. Y.

The Osceola Cattle Company, Kissimmee, Fla., has been incorporated with a capital stock of \$25,000, with the following officers: P. K. Weaver, president; D. G. Wagner, vice-president, and G. P. Garrett, secretary and treasurer.

Improvements, which it is estimated will cost \$75,000, including equipment to manufacture sulphuric acid for treating phosphate rock in manufacture of acid phosphate, will be made to the plant of the Home Guano Company, Dothan, Ala., M. L. Hannahan, general manager.

The Adirondack Ranch Company, Inc., Utica, N. Y., to deal in live stock, game, fish, agricultural products, etc., has been incorporated with a capital stock of \$100,000. The incorporators are: R. V. Kingsbury, Hinckley, W. B. Edwards, 1508 Howard avenue, and E. D. Moore, 109 Arcade building, Utica, N. Y.

The McAlester Ice & Pure Food Products Company, McAlester, Okla., incorporated with a capital stock of \$50,000, by A. C. Murray, of Clarksville, Tenn.; W. M. Busted, Memphis, Tenn., and C. H. King, Jr., McAlester, will build an ice factory. Equipment for the manufacture of cottonseed oil products will also be installed.

### CUDAHY MAKES GOOD SHOWING.

The annual financial statement of the Cudahy Packing Company for the fiscal year ending October 30, 1915, shows gross sales of \$116,162,155, against \$109,121,449 for the year before, while the net profit is \$732,642, compared with \$1,402,010 in 1914. But the explanation may be found in a foot note, which reads: "Charged against gross profits for depreciation, repairs and replacements, \$568,093."

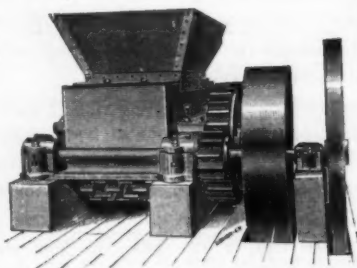
In plain computation the net earnings were \$1,402,010, or rather better than in the previous period. There is also a favorable difference in the investment item, which stands at \$1,098,676, compared with \$537,155 last year. The increase in the bills payable is about offset by the larger amounts of bills receivable. Undivided profits, \$609,242, were added to the surplus.

At the meeting of the board of directors last week plans for the change in ownership were completed by allotting the \$2,000,000 of new common stock to Edward A. Cudahy and his son, E. A. Cudahy, Jr., thus placing the full amount of \$5,449,500 common stock, which controls the company, in their hands. The estate of Michael Cudahy has been settled with in preferred stock, of which \$8,550,506 are outstanding.

### BUTCHERS' SUPPLY VETERAN DEAD.

The sudden death last week of Richard Tieberman, one of the veterans of the butchers' supply business in this country, was a shock to his army of friends in the trade. Mr. Tieberman had been connected with the Cincinnati Butchers Supply Company for many years, and was known everywhere. He was probably the oldest butchers' supply man in the country, and had been engaged in business for himself under the name of the Ohio Butchers Supply Company before joining the Cincinnati forces.

Mr. Tieberman was on his way to a theater in Cincinnati on Thursday evening of last week when he fell in the street, suffering from an attack of heart failure. He died en route to the hospital. The funeral took place on Saturday and was largely attended. He was 55 years of age and leaves a widow and two brothers.



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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Trading Active—Prices Irregular—Hog Market Firm—Receipts Show Light Decrease—Distribution Good—Shipments Still Excellent—Exports Maintained.

After an advance from the recent low level, making a gain during the month of November of about \$2 a barrel in pork and nearly one cent a pound in lard, the provision market has suffered some reaction, only to quickly recover again. The advance in the middle of the week was credited in part to buying said to be for the Belgian Relief, and there was quite active buying by commission houses, which had a considerable influence on the market. The conditions were rather favorable, however, for a better tone, as there was a strong advance in feed grains and the general bullish confidence extended into provisions without much regard to other conditions.

A great deal of attention is now being drawn to the point that the business conditions of the country are improving to such an extent that higher values are warranted in every way. It is claimed that the immense amount of gold which is coming into the country, the strong position of the banks, the great amount of money now being made on war orders, and the high prices being paid for a great many articles mean a degree of prosperity and a possible inflation of the currency to such an extent as to mean high prices for all commodities. The distribution of product is very good. Exports continue to show increase of meats and in the four weeks in November the shipments of meats amounted to nearly 43,500,000 pounds more than last year. There was, however, some decrease in the shipments of lard, as the shipments a year ago at this time were quite heavy. The heavy export movement continues to suggest a great deal of foreign confidence in values and the need of large amounts of foodstuffs from America.

Shipments of meats from Western packing points continue heavy. Within the past week the shipments were nearly 3,500,000 pounds in excess of the corresponding week last year at Chicago, while the shipments of fresh meats were nearly double last year and the shipments of lard showed an increase of about 4,000,000 pounds. The movement for the four weeks in November showed a gain in receipts at that point of about 2,000,000 pounds of meats compared with a year ago, but an increase in shipments of 20,000,000 pounds. On the other hand, there was a small decrease in the receipts of lard but an increase of nearly 9,000,000 pounds in the shipments.

The packing of hogs for the past week was heavy, although the total showed a little decrease compared with the preceding week. The total for the week was 660,000 compared with 709,000 the previous week and 657,000 last year. The packing since November 1 has been 2,612,000 against 2,376,000 a year ago. The larger movement of hogs is not having a depressing influence on the market. In fact, values for hogs have been very steady most of the time and have shown quite a decided tendency to recover from declines. The daily movement of hogs has been large, and there has been a fairly liberal movement of other livestock. Last week the receipts of cattle at the six leading points were 25,000 heads more than last year and the sheep receipts nearly 20,000 more.

The statement of product stocks at the close of the month showed a decided falling

off in the amounts of commodities of all kinds on hand. The decrease in the stock of ribs was 10 1/4 million pounds, while the decrease in all meats was about 15 million pounds. The decrease in lard was 38,000 tierces, showing that the heavy movement from Chicago was rapidly eating into the stocks, notwithstanding the heavy packing. The comparative figures this year and last year follow:

	Nov. 30, '15.	Oct. 31, '15.
Pork, new, bbls.....	30	98
Pork, old, bbls.....	29,229	41,945
Pork, other, bbls.....	24,465	22,431
Lard, new, tcs.....	11,752	165,394
Lard, old, tcs.....	123,126	4,337
Lard, other, tcs.....	10,606	13,471
Ribs, bbls.....	3,046,674	13,342,512
Total meats, lbs.....	48,656,371	63,557,694

	Nov. 30, '14.	Oct. 31, '15.
Pork, new, bbls.....	12,351	7,719
Pork, old, bbls.....	13,552	18,099
Pork, repacked, bbls.....	4,629	4,952
Pork, other, bbls.....	20,435	33,094
Lard, new, tcs.....	10,213	12,494
Lard, old, tcs.....	1,168	4,501
Lard, other, tcs.....	6,931	6,734
Ribs, bbls.....	2,909,675	3,910,904
Total meats, lbs.....	58,851,207	62,517,610

**LARD.**—The market is very firm. Offerings are light and the rise West has brought a firm position to the market. With the lighter stocks values are held higher. Compound lard is firm with oil. City steam, 9 1/2 @ 9 3/4 c. nom.; Middle West, \$9.70 nom.; Western, \$9.80; refined Continent, \$10.50 nom.; South America, \$10.65 nom.; Brazil, kegs, \$11.65; compound, 9 1/2 @ 9 3/4 c.

**PORK.**—The market is firm but quiet. Offerings are limited. Mess is quoted at \$17.50 @ 18 nom.; clear, \$19 @ 21.50 nom.; family, \$22 @ 22.50.

**BEEF.**—The situation is unchanged. Demand is very good but stocks are light and available supplies of goods for curing are light. Family, \$18 @ 19 nom.; mess, \$16.50 @ 17 nom.; packet, \$16.00 @ 17 nom.; extra Indian mess, \$27.50 @ 28.

### SEE PAGE 29 FOR LATER MARKETS.

### CHICAGO TANKAGE MARKET.

(Special Report to The National Provisioner by S. R. Tomkins, of J. B. Ziegler & Company.)

Chicago, December 1.—The market this week is decidedly off on high-grade ground tankage and blood, the former being offered at \$3 per unit of ammonia and 10c. per unit B. P. L. Blood is offered freely at \$3.10. The decrease in the sales of feeding tankage throughout the country has a tendency to increase the stocks available for fertilizer purposes. Sales of crushed packers' tankage are on record at \$2.70 and 10c.

Good dry crushed tankage in good merchantable condition is in demand at a slight discount from the high-grade ground, and is preferred by many fertilizer mixers. Get it good and dry and keep out the rags, strings and foreign matter.

There is a good demand for steam bone at slightly increased prices. Jaws, skulls and knuckles remain unchanged. Glue makers are not very much interested at the high prices.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to December 1, 1915:

**HOGS.**—Brazil, 1 hd.

**BACON.**—Belgium, 1,736,453 lbs.; Belgium Kongo, 32,796 lbs.; Bermuda, 655 lbs.; Bolivia, 1,484 lbs.; Brazil, 9,884 lbs.; British Guiana, 123 lbs.; British West Africa, 1,100 lbs.; British West Indies, 683 lbs.; Colombia, 448 lbs.; Cuba, 29,032 lbs.; Danish West Indies, 70 lbs.; Denmark, 143,455 lbs.; Ecuador, 200 lbs.; England, 2,318,478 lbs.; France, 1,031,813 lbs.; Italy, 81,279 lbs.; Jamaica, 1,237 lbs.; Liberia, 50 lbs.; Mexico, 2,914 lbs.; Netherlands, 1,016,480 lbs.; Norway, 3,051,736 lbs.; Panama, 2,669 lbs.; Peru, 556 lbs.; Scotland, 89,830 lbs.; Sweden, 1,473,802 lbs.

**HAMS AND SHOULDERS CURED.**—Argentina, 2,337 lbs.; Bermuda, 3,602 lbs.; Brazil, 50 lbs.; British Guiana, 2,258 lbs.; British West Indies, 2,425 lbs.; Chile, 989 lbs.; China, 500 lbs.; Colombia, 1,362 lbs.; Cuba, 27,847 lbs.; Danish West Indies, 581 lbs.; England, 2,555,856 lbs.; France, 13,137 lbs.; Liberia, 82 lbs.; Jamaica, 7,774 lbs.; Mexico, 4,592 lbs.; Netherlands, 540,306 lbs.; Panama, 25,042 lbs.; Scotland, 501,181 lbs.; Venezuela, 25,230 lbs.

**LARD.**—Argentina, 4,942 lbs.; Belgium, 3,595,835 lbs.; Belgium Kongo, 200 lbs.; Bolivia, 28,000 lbs.; Brazil, 4,628 lbs.; British Guiana, 5,158 lbs.; British West Africa, 8,868 lbs.; British West Indies, 2,292 lbs.; Chile, 26,039 lbs.; Colombia, 45,405 lbs.; Cuba, 12,753 lbs.; Danish West Indies, 2,049 lbs.; Denmark, 167,235 lbs.; Dutch East Indies, 22,100 lbs.; Ecuador, 1,575 lbs.; Egypt, 60 lbs.; England, 1,293,564 lbs.; France, 623,250 lbs.; Gibraltar, 5,600 lbs.; Italy, 106,388 lbs.; Liberia, 692 lbs.; Mexico, 46,837 lbs.; Netherlands, 206,426 lbs.; Norway, 153,043 lbs.; Panama, 33,329 lbs.; Scotland, 12,800 lbs.; Sweden, 286,357 lbs.; Venezuela, 118,628 lbs.

**LARD COMPOUND AND OTHER SUBSTITUTES.**—Australia, 99,155 lbs.; Bermuda, 400 lbs.; British Guiana, 1,960 lbs.; British West Africa, 11,342 lbs.; British West Indies, 6,066 lbs.; Chile, 25,700 lbs.; Cuba, 200 lbs.; Danish West Indies, 4,279 lbs.; England, 598,382 lbs.; Jamaica, 1,060 lbs.; Liberia, 112 lbs.; Mexico, 64,242 lbs.; Norway, 47,988 lbs.; Panama, 29,920 lbs.; Scotland, 37,379 lbs.

**LARD OIL.**—England, 908 gals.; Mexico, 100 gals.; Netherlands, 600 gals.

**PORK, FRESH.**—England, 334,067 lbs.; France, 9,000 lbs.; Liberia, 250 lbs.

**PORK, PICKLED.**—Belgium, 514,900 lbs.; Bermuda, 2,100 lbs.; Brazil, 750 lbs.; British Guiana, 2,600 lbs.; British West Indies, 12,805 lbs.; Colombia, 200 lbs.; Cuba, 55,039 lbs.; Danish West Indies, 2,900 lbs.; England, 62,504 lbs.; France, 631,480 lbs.; Gibraltar, 360 lbs.; Italy, 75,527 lbs.; Jamaica, 15,908 lbs.; Liberia, 1,165 lbs.; Mexico, 49,426 lbs.; Norway, 19,000 lbs.; Panama, 24,175 lbs.; Scotland, 29,593 lbs.

**PORK, CANNED.**—British India, 240 lbs.; England, 72,497 lbs.; France, 7,125 lbs.; Scotland, 23,400 lbs.

**SAUSAGE.**—Bermuda, 284 lbs.; British India, 325 lbs.; British West Indies, 749 lbs.; Chile, 19 lbs.; Colombia, 348 lbs.; Cuba, 1,213 lbs.; Danish West Indies, 14 lbs.; France, 56,983 lbs.; Gibraltar, 5,600 lbs.; Mexico, 267 lbs.; Panama, 3,300 lbs.; Scotland, 1,500 lbs.; Venezuela, 405 lbs.

### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to December 1, 1915:

**CATTLE.**—Bermuda, 80 hd.

**BEEF, PICKLED AND OTHER CURED.**—Bermuda, 3,750 lbs.; Bolivia, 500 lbs.; Brazil, 500 lbs.; British Guiana, 29,600 lbs.; British West Africa, 28,000 lbs.; British West Indies, 11,450 lbs.; Colombia, 300 lbs.; Cuba, 1,743 lbs.; Danish West Indies, 1,100 lbs.; Denmark, 12,425 lbs.; England, 91,068 lbs.;

Italy, 1,000 lbs.; Jamaica, 5,500 lbs.; Liberia, 730 lbs.; Netherlands, 10,000 lbs.; Norway, 35,000 lbs.; Panama, 26,687 lbs.; Scotland, 15,200 lbs.

FRESH BEEF.—England, 1,742,921 lbs.; Italy, 6,989,408 lbs.; Panama, 4,856 lbs.

OLEOMARGARINE.—British Guiana, 600 lbs.; British West Indies, 26,925 lbs.; Chile, 11,700 lbs.; Colombia, 1,356 lbs.; Danish West Indies, 2,100 lbs.; Denmark, 166,943 lbs.; Ecuador, 250 lbs.; Jamaica, 2,000 lbs.; Mexico, 506 lbs.; Norway, 22,723 lbs.; Panama, 7,410 lbs.

OLEO OIL.—Colombia, 990 lbs.; Denmark, 59,662 lbs.; England, 843,868 lbs.; Greece, 31,801 lbs.; Italy, 143,920 lbs.; Netherlands, 2,897,882 lbs.; Norway, 331,987 lbs.

STEARINE.—Cuba, 20,000 lbs.; England, 139,997 lbs.; Guatemala, 7,000 lbs.; Venezuela, 52,255 lbs.

OLEO STOCK.—Netherlands, 74,352 lbs.; Norway, 122,033 lbs.; Sweden, 55,917 lbs.

ALL OTHER ANIMAL OILS.—Chile, 226 gals.; Honduras, 10 gals.

TALLOW.—Bolivia, 22,500 lbs.; Brazil, 20,150 lbs.; Chile, 11,100 lbs.; Italy, 22,644 lbs.; Mexico, 211 lbs.; Netherlands, 52,321 lbs.

CANNED BEEF (Value).—Argentina, \$205; Australia, \$929; Bermuda, \$205; Bolivia, \$675; Brazil, \$135; British Guiana, \$63; British India, \$177; British West Indies, \$231; Chile, \$25; Colombia, \$43; Cuba, \$599; Danish West Indies, \$35; Dutch East Indies, \$582; Egypt, \$3,288; England, \$2,026; France, \$9,243; Liberia, \$28; Malta Island of, \$2,480; Mexico, \$267; Netherlands, \$3,948; Panama, \$531; Scotland, \$629; Venezuela, \$57.

ALL OTHER MEAT PRODUCTS (Value).—Belgium, \$352,625; Belgium, Kongo, \$50; Bermuda, \$26; Bolivia, \$20; Brazil, \$106; British Guiana, \$2,306; British West Africa, \$493; British West Indies, \$1,127; Colombia, \$76; Cuba, \$651; Danish West Indies, \$419; England, \$33,013; France, \$1,352; Hong Kong, \$876; Italy, \$2,176; Jamaica, \$443; Mexico, \$240; Panama, \$4,117; Peru, \$15; Salvador, \$9; Scotland, \$540; Venezuela, \$75.

#### EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported up to December 1, 1915:

BUTTER.—Belgium Kongo, 383 lbs.; Bermuda, 3,180 lbs.; British West Indies, 486 lbs.; Colombia, 650 lbs.; Cuba, 3,816 lbs.; Danish West Indies, 1,730 lbs.; Denmark, 49,505 lbs.; England, 44,199 lbs.; French Africa, 135 lbs.; Liberia, 88 lbs.; Jamaica, 416 lbs.; Mexico, 2,932 lbs.; Panama, 15,100 lbs.; Peru, 30 lbs.; Venezuela, 22,152 lbs.

EGGS.—Bermuda, 1,526 doz.; British West Indies, 60 doz.; Cuba, 3,000 doz.; England, 9,500 doz.; Scotland, 57,000 doz.; Venezuela, 300 doz.

CHEESE.—Bermuda, 856 lbs.; British Guiana, 210 lbs.; British West Africa, 15 lbs.; British West Indies, 1,500 lbs.; Colombia, 343 lbs.; Cuba, 49,742 lbs.; Danish West Indies, 1,050 lbs.; England, 176,828 lbs.; Liberia, 5 lbs.; Jamaica, 3,330 lbs.; Mexico, 2,639 lbs.; Panama, 8,864 lbs.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, November 25, 1915, as shown by A. L. Russell's report are as follows:

Steamer and Destination.	Oil Cake. Bags.	Cottonseed Oil. Bbls.	Bacon and Ham. Pkgs.	Tallow. Pkgs.	Ref. Pkgs.	Pork. Bbls.	Lard. Tons and Pkgs.
Lord Sefton, Liverpool.....			631			75	3000
Saxonia, Liverpool.....	50				83	100	
Boniface, Liverpool.....			875		163	75	850
Lapland, Liverpool.....			1456			15	1362
Norseman, Liverpool.....			1507		77		250
Philadelphia, Liverpool.....			1291				
Pannonia, London.....	1100		505		30	27	700
Exeter City, Bristol.....			524				4749
Melford Hall, Manchester.....			5				15
Hellig Olav, Baltic.....			400				210
Pennistone, Havre.....			20				25
Anna Maersk, Bordeaux.....	30		200				33
Lord Ormonde, Bordeaux.....							500
Calabria, Mediterranean.....	200		1220				200
Total.....	1380		8694		353	127	1115 14754

#### FREIGHT CONGESTION AT SEAPORTS.

The congestion of freight on railroads leading to New York and other ocean shipping points has reached the stage where most of the railroads involved have been compelled to declare embargoes on various classes of freight. They simply cannot handle it. The meat trade has been less hampered than some other industries, because of better organization, but export shipments have been greatly delayed and domestic business has of necessity suffered as a result of the almost paralyzed condition of the railroad lines.

Conferences of all the leading railroad officials were held this week in New York in an attempt to devise relief measures.

A demurrage charge on grain in cars, to be equivalent to the storage charges on an equal quantity in elevators, has been suggested to the Interstate Commerce Commission by the Delaware, Lackawanna & Western Railroad Company as one effective means of relieving the present congestion of freight in the New York terminals of all lines.

This method, the railroad officials think, would aid the embargo in keeping grain shipments in the interior for the time being. At present all the elevators are full to the brim, and so are all freight cars which the grain people have been able to get hold of. The commission took the matter under advisement, but may do nothing.

The matter of having the commission step in and order the carriers to lift their embargoes on grain, steel and other articles of freight has been suggested to the commission, but it deems itself without authority in the premises, which involves a question of transportation solely.

The Lackawanna Railroad claims that its yards are choked with 6,000 cars, and the total number of cars held up in New York yard territory is understood to be between 40,000 and 50,000.

#### OCEAN FREIGHT QUOTATIONS.

An effort was recently made by the American Meat Packers' Association to induce ocean steamship companies to quote ocean freight rates in dollars and cents, instead of in the terms of coinage of other countries. Secretary George L. McCarthy now reports that the following steamship lines have agreed to make quotations on freight rates in dollars and cents, as per the resolution passed by the recent convention of the American Meat Packers' Association:

American Line, Atlantic Transport Line, Barber Lines, Booth Line, Caribbean & Southern S. S. Company, Compagnie Generale Transatlantique, Dominion Line, Furness Lines Holland-American Line, Leyland Line, Lloyd Brasileiro, Navigazione Generale Italiana, Nelson Lines, Norwegian-American Line, Pacific Steam Navigation Company, Panama Pacific Line, Phoenix Line, Red Star Line, Royal Mail Steam Packet Company, Russia-American Line, Union-Castle-Mail S. S. Company, U. S. & Brazil S. S. Line, U. S. & Australasia S. S. Company, Wilson Line, White Star Line, White Star-Dominion Line.

#### FOOD SCARCE IN VIENNA.

It is reported that Vienna is beginning to feel a food scarcity like that now prevailing in Berlin, particularly in beef, pork, veal, poultry, eggs, milk and butter. The shortage is due, it is said semi-officially, to the failure of the Austrians to husband their resources as the war progressed, and the pinch is felt particularly in regard to cows. Milk supplies are now so far below the demand that an order prohibiting the sale of milk except for babies, nursing mothers and invalids is expected shortly. Practically all the butter to be had in Vienna at the present time is coming in at high prices from Denmark.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Nov. 27, 1915, with comparisons:

To—	PORK, BBLs.		
	Week ending Nov. 27, 1915.	Week ending Nov. 26, 1914.	From Nov. 1, '15, to Nov. 27, 1915.
United Kingdom.....	77	161	342
Continent.....	240	.....	560
So. & Cen. Am.....	972	340	2,591
West Indies.....	1,554	982	5,837
Pr. No. Am. Col.....	1,871	540	3,156
Other countries.....	25	.....	179
Total.....	4,739	2,023	12,665

MEATS, LBS.			
United Kingdom.....	9,421,850	7,070,300	39,158,700
Continent.....	10,226,282	651,450	27,420,979
So. & Cen. Am.....	104,672	69,200	275,473
West Indies.....	163,467	61,350	894,421
Pr. No. Am. Col.....	5,448	3,150	24,633
Other countries.....	16,935	.....	54,420
Total.....	19,938,634	7,885,450	67,828,626

LARD, LBS.			
United Kingdom.....	2,434,982	4,062,204	15,388,242
Continent.....	6,631,003	3,726,300	14,008,380
So. & Cen. Am.....	1,192,884	660,000	3,502,677
West Indies.....	404,327	391,200	1,365,187
Pr. No. Am. Col.....	.....	7,000	124,944
Other countries.....	76,445	.....	473,649
Total.....	10,739,641	8,846,704	34,953,079

#### RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York.....	4,242	15,151,779	9,039,491
Boston.....	57	952,875	403,150
New Orleans.....	440	37,000	1,015,000
Montreal.....	.....	3,797,000	282,000
Total.....	4,739	19,938,634	10,739,641
Previous week.....	2,077	14,401,924	8,533,976
Two weeks ago.....	2,580	20,286,377	10,364,364
Cor. week last y'r.....	2,023	7,885,450	8,846,704

#### COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '15, to Nov. 27, '15.	Same time last year.	Changes.
Pork, lbs.....	2,333,000	745,800 Inc. 1,787,200
Meats, lbs.....	67,828,626	26,848,100 Inc. 40,980,466
Lard, lbs.....	34,953,079	39,963,436 Dec. 5,010,357

#### OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liver-pool.	Glas-gow.	Rotter-dam.	Copen-hagen.
Beef, tierces.....	90c.	90c.	125c.	180sh.
Pork, barrels.....	90c.	90c.	125c.	190sh.
Bacon.....	90c.	90c.	125c.	190sh.
Canned meats.....	90c.	90c.	125c.	190sh.
Lard, tierces.....	90c.	90c.	125c.	190sh.
Tallow.....	90c.	90c.	125c.	190sh.
Cottonseed oil.....	\$4.50	\$4.50	150c.	190sh.
Oil Cake.....	84c.	75c.	80c.	80c.
Butter.....	\$1.12	\$1.12	150c.	250c.

No rates to Hamburg.



# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The market has not lost its undertone of strength. For several days there was a reduced volume of business, but towards the close of the week the inquiry became more urgent and sales were expected at somewhat higher prices. It is generally believed that large interests have control over the situation and they are reported to be confident holders. Less speculation than has been the case recently is claimed, probably due to the realization that tallow values are comparatively high.

The strength in the foreign market is unabated. The last London auction sale resulted in practically all of the 880 casks being sold, at prices one shilling higher than those of the preceding week. Occasional export inquiries are received here, and the business does not appear to be large, due partly to the continuance of high freight rates and the scarcity of tonnage.

There was no important change in the glycerine situation. Prices for C. P. glycerine are still given at 60 to 65c. a pound, and this level is about the highest on record.

Prime city tallow in the local market is quoted at 7½c. bid. City specials were 8½c. loose, with last sales on this basis.

**OLEO STEARINE.**—The market is quieter, but very steady with last sales reported at 10½c. and slightly higher prices asked at present. The absorption for compound lard makers continues disappointing.

**OLEO OIL.**—The market has been quiet during the week, but the tone is firm, and with stocks well sold up offerings are not pressed. Extras are quoted at 13c., and No. 2 at 10c.

SEE PAGE 29 FOR LATER MARKETS.

**COCOANUT OIL.**—The market is very steady, with supplies very small. The offerings from abroad are at almost a vanishing point and rumors are current that an embargo may be placed on shipments. Cochin, 13@14c. in pipes, and 15@16c. in hhds.; arrival—Ceylon, 13½@14c.

**PALM OIL.**—The market is quiet and firm. Demand is maintained but the offerings are small, both spot and to arrive. Prime red, spot, 8¼c.; to arrive, —; Lagos, spot, 8½c.;

to arrive, 8½c.; palm kernel, 12c.; shipments, —.

**NEATSFOOT OIL.**—The market is very quiet but about steady. For 20 cold test, 94@96c.; 30 do., 88c.; water white, 80@82c.; pure, 68@70c.; low grade off yellow, 63@65c.

**CORN OIL.**—Prices have advanced with other oils and the tone is firm. Prices quoted at \$7.75 in car lots.

**SOYA BEAN OIL.**—The market is firmer with other oil. Demand is fair and supplies continue limited. Spot is quoted at 7½@7¾c.

**GREASES.**—The market was firm with other fats and the demand is very steady. Quotations are nominal, as follows: Yellow, 7@7½c. nom.; bone, 7@7½c. nom.; house, 7@7½c. nom.

### FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York during the past week totaled nothing, compared to 18,129 quarters last week, and nothing two weeks ago. Mutton imports totaled nothing, compared to 7,925 sheep and 4,318 lambs last week. There were 68 packages of casings, 7,032 bags of tankage and fertilizer material, 750 bags of bones and glue stock, and 35 casks of tripe, all from South America.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to December 3, 1915, show that exports from that country were as follows: To England, 89,978 quarters; to the Continent, 560 quarters; to the United States, 18,374 quarters. The previous week's exports were as follows: To England, 96,466 quarters; to the Continent, 77,794 quarters; to the United States, nothing.

### IMPORTS OF FRESH BEEF.

For the week ending November 27, 1915, the Government reports imports of fresh beef at the port of New York amounting to 5,520,200 pounds, the average value according to estimates from the manifests being 10 2/3 cents per pound. This includes not only the dressed beef but offal and pieces as well. The previous week's imports totaled 2,005,100 pounds and averaged 11 1/3 cents per pound.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, December 2.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 12c.; 10@12 lbs. ave., 12c.; 12@14 lbs. ave., 12c. 14@16 lbs. ave., 12c.; 18@20 lbs. ave., 12c. Sweet pickled, 8@10 lbs. ave., 14¾c.; 10@12 lbs. ave., 14¾c.; 12@14 lbs. ave., 14¾c.; 14@16 lbs. ave., 14¾c.; 18@20 lbs. ave., 14¾c.

Skinned Hams—Green, 14@16 lbs. ave., 13c.; 16@18 lbs. ave., 12½c.; 18@20 lbs. ave., 12½c.; 22@24 lbs. ave., 11½c. Sweet pickled, 14@16 lbs. ave., 13c.; 16@18 lbs. ave., 12¾c.; 18@20 lbs. ave., 12¾c.; 22@24 lbs. ave., 12c.

Picnic Hams—Green, 5@6 lbs. ave., 9¾c.; 6@8 lbs. ave., 9c.; 8@10 lbs. ave., 8¾c.; 10@12 lbs. ave., 8½c. Sweet pickled, 5@6 lbs. ave., 10½c.; 6@8 lbs. ave., 10½c.; 8@10 lbs. ave., 9½c.; 10@12 lbs. ave., 9c.

Clear Bellies—Green, 6@8 lbs. ave., 14c.; 8@10 lbs. ave., 13¾c.; 10@12 lbs. ave., 13¾c.; 12@14 lbs. ave., 12¾c.; 14@16 lbs. ave., 12½c. Sweet pickled, 6@8 lbs. ave., 13¾c.; 8@10 lbs. ave., 13¾c.; 10@12 lbs. ave., 13¼c.; 12@14 lbs. ave., 13c.; 14@16 lbs. ave., 12½c.

### PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, December 2.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 14@15c.; green hams, 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 12½c.; 18@20 lbs. ave., 12½c. green clear bellies, 6@10 lbs. ave., 11½c.; 10@12 lbs. ave., 12c.; 12@14 lbs. ave., 12c.; green rib bellies, 10@12 lbs. ave., 11½c.; 12@14 lbs. ave., 11½c.; S. P. clear bellies, 6@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12c.; S. P. rib bellies, 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12c.; S. P. hams, 8@10 lbs. ave., 15½c.; 10@12 lbs. ave., 15c.; 18@20 lbs. ave., 16½c.; city steam lard, 9¾c.; city dressed hogs, 9¾c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 12@13c.; 10@12 lbs. ave., 11@12c.; 12@14 lbs. ave., 10@11c.; 14@16 lbs. ave., 9@10c.; skinned shoulders, 10½@11c.; Boston butts, 12c.; boneless butts, 13½@14c.; neck ribs, 3½c.; spareribs, 9c.; lean trimmings, 12c.; regular trimmings, 9c.; kidneys, 5c.; tails, 6c.; livers, 2c.; snouts, 4½c.; pig tongues, 10@10½c.

# Green Olive Oil Foots

## SUPERIOR QUALITY

## AND ALL OTHER SOAP MATERIALS

# WELCH, HOLME & CLARK CO.

## 383 West St., New York

## COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending December 2, 1915, and for the period since September 1, 1915, were:

	Week ending Dec. 2, 1915.	Since Sept. 1, 1915.
From New York—	Bbls.	Bbls.
Africa	119	1,986
Algiers, Algeria	—	660
Algoa Bay, Cape Colony	—	24
Auckland, N. Z.	—	238
Australia	—	180
Barbados, W. I.	—	796
Barranquilla, Colombia	—	4
Bergen, Norway	—	650
Bermuda	—	451
Bordeaux, France	—	705
Brazil	80	124
Buenaventura, Colombia	—	29
Buenos Aires, A. R.	—	1,010
Caibarien, Cuba	—	14
Calcutta, India	—	5
Cap Hatien, Haiti	13	57
Cape Town, Africa	—	561
Cartagena, Colombia	—	7
Central America	2	134
Cette, France	—	900
Christiania, Norway	200	200
Colon, Panama	—	1,246
Columbia, Br. Columbia	—	95
Copenhagen, Denmark	—	11,050
Cristobal, Panama	—	38
Cuba	107	473
Curacao, Leeward Island	—	14
Demarara, Br. Guiana	—	258
Genoa, Italy	—	3,943
Georgetown, Br. Guiana	—	47
Glasgow, Scotland	—	750
Guatemala, C. A.	—	2
Halifax, N. S.	—	30
Havana, Cuba	—	548
Havre, France	1,125	7,650
Kingston, W. I.	—	790
Kobe, Japan	—	131
La Guaira, Venezuela	—	5
Liverpool, England	200	1,175
London, England	3,250	11,160
Lyttleton, N. Z.	—	15
Macoris, S. D.	—	47
Manchester, England	—	1,800
Marseilles, France	—	25,317
Matanzas, W. I.	—	126
Melbourne, Australia	—	85
Mexico	35	121
Monte Cristi, San Dom.	—	436
Montevideo, Uruguay	—	5,041
Naples, Italy	—	375
Nassau, Bahamas	—	2
Nipe, Cuba	—	57
Oran, Algeria	—	2,625
Para, Brazil	—	24
Paramaribo, Dutch Guiana	—	183
Pernambuco, Brazil	—	214
Piraeus, Greece	—	800
Port au Prince, W. I.	—	3
Port Barrios, C. A.	—	22
Port Limon, C. R.	—	145
Port Maria, W. I.	—	17
Port of Spain, W. I.	—	28
Progreso, Mexico	—	81
Puerto Mexico, Mexico	—	47
Puerto Plata, S. D.	—	89
Rio de Janeiro, Brazil	—	214
Rotterdam, Holland	3,200	12,407
St. Johns, N. F.	—	60
St. Thomas, W. I.	—	495
Sanchez, San Dom.	—	293
San Domingo, S. D.	108	353
Santiago, Cuba	—	429
Santos, Brazil	—	1,245
South American ports	1,722	5,511
Sydney, Australia	—	101
Tampico, Mexico	—	65
Trinidad, Island of	—	326
Valparaiso, Chile	—	1,170
Vera Cruz, Mexico	—	293
West Indies	138	1,242
<b>Total</b>	<b>10,359</b>	<b>110,045</b>
From New Orleans—		
Christiania, Norway	—	9,660
Frontera, Mexico	—	79
Gothenburg, Sweden	3,800	8,200

Havana, Cuba .....	—	800	
Liverpool, England .....	850	1,750	
Manchester, England .....	—	250	
Marseilles, France .....	—	2,399	
Progreso, Mexico .....	—	130	
Tampico, Mexico .....	—	100	
Vera Cruz, Mexico .....	—	843	
Total .....	4,650	24,211	
From Galveston—			
Havana, Cuba .....	215	215	
Vera Cruz, Mexico .....	—	1,659	
Total .....	215	1,874	
From Baltimore—			
Glasgow, Scotland .....	—	232	
Liverpool, England .....	108	108	
Total .....	108	340	
From Philadelphia—			
Liverpool, England .....	—	98	
Total .....	—	98	
From Norfolk and Newport News—			
Glasgow, Scotland .....	—	338	
Liverpool, England .....	—	393	
Total .....	—	731	
From Mobile—			
Buenos Aires, A. R. ....	—	685	
Total .....	—	685	
From all other ports—			
Canada .....	—	569	
Total .....	—	569	
	Week ending Dec. 2, 1915.	Since Sept. 1, 1915.	Same period, 1914.
Recapitulation—	Bbls.	Bbls.	Bbls.
From New York.....	10,359	110,045	101,923
From New Orleans.....	4,650	24,211	10,011
From Galveston .....	215	1,874	286
From Baltimore .....	108	340	1,094
From Philadelphia ..	—	98	—
From Savannah .....	—	—	1,017
From Norfolk and Newport News .....	—	731	5,136
From San Francisco..	—	47	55
From Mobile .....	—	685	1,900
From all other ports.	—	4,379	2,800
Total .....	15,332	142,410	124,222

## SOUTHERN MARKETS

## Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., Dec. 2.—Crude cottonseed oil 55c; mills not selling. Meal, \$35. Hulls, \$12, f. o. b. mills. Cottonseed, \$46 per ton.

## Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Dec. 2, 1915.—Crude cottonseed oil, 54c; very little interest. Meal, firm at \$33. Hulls, \$14, Atlanta, loose.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 2, 1915.—Prime crude cottonseed oil, 56@56½c. Prime, 7½ per cent. meal, \$32.50. Prime 8 per cent. meal, \$33.50@34. Hulls, \$11.50@12.50, loose.

## New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 2, 1915.—Prime crude cottonseed oil, steady at 53½c. bid, 54c. asked; some sales this week as low as 52¾c. for Texas. Unsold stocks of crude are liberal. Prime 8 per cent. meal firm at \$33; 7½ per cent. meal, \$32. Seven per cent. loose cake, \$28.75; 8 per cent. cake, \$30.75; all short ton, ship side, here. Loose hulls, \$10.50; sacked, \$13, New Orleans.

## Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 2, 1915.—Prime crude cottonseed oil, \$54. Prime loose cake, \$27.50, f. o. b. mills. Little trading in either.

## TESTS ON COTTONSEED PRODUCTS.

(Special Letter to The National Provisioner from the Fort Worth Laboratories.)

Fort Worth, Tex., November 28.—It must not be taken that our average protein in cake is a Texas average, because of the fact that a large number of our samples come from other States in which the standards for cake are not as high as they are in Texas, and in which the possibility of producing as high cake does not obtain. Our latest cake analyses show:

	Avg. of all mills.	Best avg. result.	Worst avg. result.
Moisture	8.35	8.03	7.20
Protein	42.50	44.35	41.33
Oil	6.31	4.93	8.38

Hull Analyses.—We note a slight increase in the oil in hulls. We would suggest that there be no letting up in the attention given the separation machinery. The tests show:

	Avg. of all mills.	Best avg. result.	Worst avg. result.
Whole seed and meats	.09	.0	.0
Oil in hulls	.60	.28	1.75
Total oil	.68	.34	2.03

Dollars loss per ton seed in excess of standard

	Avg. of all mills.	Best avg. result.	Worst avg. result.
seed in excess of standard	.06	.0	.51

Oil Analyses.—The quality of the oil is still good—better than we expected. This is, of course, gratifying. The tests show:

	Avg. of all mills.	Best avg. result.	Worst avg. result.
Refining loss	7.3	4.5	11.4
Color, red	5.7	4.7	8.9
Free acid	1.2	1.4	1.7

Seed Analyses.—We are gratified at the attention which is being given by some to the analysis of seed. This is one of the efficiency programmes which we have advocated, and we are glad to see some taking advantage of it.

It will be noted that the average oil in seed is considerably better than last month. We are at a loss to know whether this means that the average production of the Texas mills will be that much greater on this seed this year, or whether it simply means that those who are alive to this possibility are selecting their sections and sending in the best seed. Probably both of these has a bearing on the averages shown.

We note, in checking over our last month's bulletin, that the available oil showed 35.9 gallons in error. It should have shown 36.9 gallons. This month's tests on seed:

	Avg. of all mills.	Best avg. result.	Worst avg. result.
Moisture	10.39	11.37	10.23
Per cent. oil	18.89	19.97	16.78
Meats	56.2	58.4	54.3
Ammonia in seed	4.13	4.38	4.55
Calculated available yield, 100 lbs. waste			
—calculated oil per ton	40.3	43.0	33.9
Calculated available yield, 100 lbs. waste —pounds cake, 45% protein	896	942	986

Cold Press Cottonseed Cake.—We are glad to note a greater uniformity and better average results on the cold press cake. It is too bad that more of the cold press mills do not follow this end of their business closely. The tests show:

	Avg. of all mills.	Best avg. result.	Worst avg. result.
Moisture	8.90	7.94	9.07
Protein	29.61	32.40	27.68
Oil	7.33	7.18	7.50



# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Firm Crude Oil Situation—Prices Advance Moderately—Bullish Sentiment Again Develops—Consumption Reports Conflict—Exports of Oil Products Quite Liberal—Anticipating a Rather Bullish Cotton Crop Estimate.**

The surplus crude oil offerings at the South were taken up very recently and the general cottonseed oil situation strengthened as a result. Some of the large refiners paid 55 cents for crude. Subsequently the bids were reduced moderately, but mill interests asserted that their position has been made decidedly more comfortable by the recent liquidation and therefore the lower bids were generally rejected.

The strength in the South extended to the local market. Speculative interests were quick to perceive that there was no undue selling pressure. Refiners were not hedging freely although the basis for such operations remained fairly satisfactory, especially when the current comparatively high levels of oil are considered. The tenders on December contracts have been very limited, and in no way has the firm local spot situation been impaired.

The buying of oil contracts has been helped by the strength in cotton and lard. There

were many accounts of seed selling at the highest level of the season, although there was no evidence of the price having passed the \$50 mark which basis was eclipsed several weeks ago, when speculation was rampant. However, \$45 to \$48 a ton was paid for seed in several sections, according to private advices. At the same time it is realized that the seed market for the season is virtually closed and the prevailing high prices are not deeply significant, although it must be admitted that the level of seed has been maintained with great and unexpected uniformity.

Cotton oil prices made two or three new high records during the week, but there were reactions. The feeling is prevalent in many quarters that a vigorous and sustained advance in the lard market would be instrumental in a more active distribution of cotton oil, notwithstanding the claims from certain interests that the business in compound lard has not been curtailed the past several weeks. Quite aside from the argument that there must be a marked reduction in the consumption of compound lard this season due to the short cotton oil crush, several of the big distributors of the lard substitute say there is further evidence adduced each week indicating switching from compound lard to the hog lard. Of

course, it is not to be inferred that compound lard business has stopped entirely, as there are frequent scattered sales being made, and it is noteworthy that compound lard prices are being stubbornly held.

Export trade in cotton oil has slackened somewhat, but the shipments to date as shown on another page of The National Provisioner are indicative of a larger foreign trade than had been hoped for. Some authorities are emphasizing the increased exports of oil bearing products. Official records show that the exports of oleomargarine for nine months ending September, 1915, were 5,568,000 pounds, against 1,780,000 pounds for the corresponding time last year, and 2,237,000 pounds two years ago. The exports of compound lard for the corresponding periods were 51,000,000 pounds, 43,000,000 pounds and 45,000,000 pounds. The exports of oleo oil were 76,000,000 pounds, 69,000,000 pounds and 80,000,000 pounds, respectively. A popular theory advanced for these large exports is that economy is being practiced in the various foreign countries.

On December 8 an official cotton ginning report will be issued which is expected to bring the ginning to December 1 to under 9,900,000 bales. The figures are not likely

The  
American  
Cotton  
Oil Co.



27 BEAVER STREET  
NEW YORK CITY

Cable Address:  
"AMCOTOIL," New York


Cottonseed  
Products

OIL, LINTERS  
CAKE, ASHES  
MEAL, HULLS

GOLD MEDALS  
AWARDED

Chicago, 1893.  
San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.

## KENTUCKY REFINERY COMPANY

 Cotton Seed Oil

LOUISVILLE, KY.

to have much influence, however, as the official cotton crop estimate will appear on December 10. The majority in the cotton oil trade believe that this report will not exceed 11,500,000 bales exclusive of linters, although the higher private crop estimates of the past several days have shaken the confidence of some of these oil handlers.

Closing prices, Saturday, November 27, 1915.—Spot, \$8.20; December, \$8.22@8.24; January, \$8.23@8.24; February, \$8.25@8.30; March, \$8.34@8.35; April, \$8.37@8.40; May, \$8.45@8.46; June, \$8.50@8.55; July, \$8.63@8.70. Futures closed 8 to 14 decline. Sales were: December, 200, \$8.24@8.22; January, 2,300, \$8.43@8.21; March, 7,000, \$8.51@8.29; April, 500, \$8.50; May, 4,000, \$8.58@8.45; June, 300, \$8.51@8.50; July, 1,400, \$8.72@8.63. Total sales, 16,600 bbls. Good off, \$8@8.25; off, \$7.90@8.22; reddish off, \$7.85@8.20; prime crude, S. E., \$7.27@7.33; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Monday, November 29, 1915.—Spot, \$8.15; December, \$8.17@8.20; January, \$8.22@8.25; February, \$8.26@8.30; March, \$8.34@8.35; April, \$8.36@8.43; May, \$8.46@8.48; June, \$8.50@8.58; July, \$8.64@8.68. Futures closed 5 to decline to 1 advance. Sales were: December, 800, \$8.20@8.15; January, 1,300, \$8.26@8.16; March, 10,000, \$8.39@8.25; April, 200, \$8.40; May, 8,700, \$8.53@8.38; June, 200, \$8.51@8.50; July, 400, \$8.70@8.59. Total sales, 21,600 bbls. Good off, \$8.05@8.20; off, \$7.90@8.20; reddish off, \$7.80@8.20; winter, \$8.35; summer, \$8.25; prime crude, S. E., \$7.20@7.33; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Tuesday, November 30, 1915.—Spot, \$8@8.40; December, \$8.09@8.11; January, \$8.12@8.15; February, \$8.15@8.21; March, \$8.22@8.23; April, \$8.26@8.32; May, \$8.36@8.37; June, \$8.45@8.46; July, \$8.55@8.58. Futures closed 5 to 12 decline. Sales were: December, 100, \$8.10; January, 1,400, \$8.20@8.15; March, 13,000, \$8.32@8.22; April, 200, \$8.33@8.32; May, 2,900, \$8.45@8.36; June, 700, \$8.46@8.45; July, 500, \$8.61@8.57. Total sales, 18,800 bbls. Good off, \$7.95@8.12; off, \$7.85@8.10; reddish off, \$7.75@8.10; prime crude, S. E., \$7.20@7.33; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Wednesday, December 1, 1915.—Spot, \$8.20@8.25; December, \$8.24@8.25; January, \$8.28@8.30; February, \$8.32@8.38; March, \$8.39@8.40; April, \$8.43@8.46; May, \$8.48@8.49; June, \$8.56@8.58; July, \$8.64@8.65. Futures closed 9 to 17 advance. Sales were: December, 2,700, \$8.22@8.17; January, 4,000, \$8.30@8.20; March, 7,400, \$8.40@8.31; May, 5,500, \$8.52@8.44; June, 500, \$8.59@8.57; July, 1,200, \$8.70@8.65. To-

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tal sales, 21,300 bbls. Good off, \$8@8.25; off, \$8@8.25; reddish off, \$7.90@8.20; winter, \$8.25; summer, \$8.25; prime crude, S. E., \$7.27@7.33; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Thursday, December 2, 1915.—Spot, \$8.20@8.30; December, \$8.19@8.21; January, \$8.22@8.24; February, \$8.25@8.30; March, \$8.32@8.33; April, \$8.35@8.38; May, \$8.43@8.44; June, \$8.49@8.54; July, \$8.59@8.61. Futures closed 5 to 8 decline. Sales were: December, 100, \$8.21; January, 5,600, \$8.34@8.23; March, 6,400, \$8.46@8.31; April, 500, \$8.49@8.45; May, 5,900, \$8.55@8.41; June, 600, \$8.61@8.54; July, 100, \$8.61. Total sales, 18,900 bbls. Good off, \$8.12@8.21; off, \$8.07@8.20; reddish off, \$7.95@8.20; winter, \$8.30; summer, \$8.30; prime crude, S. E., \$7.13@7.33.

#### SEE PAGE 29 FOR LATER MARKETS.

#### OIL MILLS INCREASE EFFICIENCY.

Yield of Oil and Quality of Meal Improved by Methods Advocated by Experts.

(Special Report to The National Provisioner from The Picard-Law Company.)

Atlanta, Ga., December 1, 1915.—Our average report for the four weeks ending November 13 and representing the work of 193 mills, as calculated from analyses of 3,947 samples, again breaks all records for good milling. These averages include without discrimination the results of all mill samples handled. By eliminating the work of twenty-five mills which rendered very few samples the average would be wonderfully improved. If the work could be calculated on the tonnage crushed it would undoubtedly show up much better than indicated here.

It is gratifying to see necessity demonstrate our claim for a number of years that the removal of lint from the seed and the addition to the meats of all the oil-bearing portion of the seed, including the necessary amount of hull fiber, would materially increase the oil yield.

It is true that we cannot offer for sale as concentrated a product as heretofore, but we can offer a meal freer from lint and of lower

fiber in proportion to the protein content. This meal is equally as high in carbohydrate value as the high protein meal, and there seems to be plenty of demand for its use abroad in our home markets.

The answer to the politicians, who are self-appointed protectors of the "down-trodden farmer," is that this method of manufacture increases the price of seed far more than the meal loses in feeding value. The lint that formerly sold at the price of hulls is removed and now sold at about the price of oil, and the value of seed has increased proportionally.

Only when the price of oil is the same per pound as the price of meal, and the price of linters the same per pound as the price of hulls, can the Southeastern oil miller afford to produce at 43 per cent. protein meal.

Actual tests show that a number of mills are cutting from 6 to 8 per cent. lint off seed. When these delinted seed pass through the hullers and over the shakers it is a physical impossibility to prevent a portion of hull bran from going in with the kernels.

The following yearly comparisons show what this method of manufacture is accomplishing in the Southeast:

Meal.				
Oct.-Nov. period	Moisture	Oil	Ammonia	Standard
1911	7.96%	7.49%	7.71%	0.97
1912	8.08	8.16	7.62	1.07
1913	8.24	7.38	7.48	0.99
1914	8.34	7.25	7.53	0.96
1915	8.93	6.52	7.20	0.90

Hulls.			
Oct.-Nov. period	Uncut seed	Oil	Standard
1911	0.43%	0.69%	2.01
1912	0.46	0.86	2.48
1913	0.28	0.68	1.92
1914	0.24	0.65	1.83
1915	0.18	0.51	1.43

Seed.		
Oct.-Nov. period	Oil Avail. gals.	Meal Avail. lbs.
1911	44.4	805
1912	42.9	852
1913	45.9	872
1914	43.9	884
1915	43.9	892

We graded 85 per cent. of the 258 oil samples tested during this period as prime. The past two weeks, however, show a number of "Fence Oil," which are very apt to deteriorate into off grade in a short while.

## The Procter & Gamble Co.

Refiners of All Grades of

### COTTONSEED OIL

Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Jersey Butter Oil  
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil  
White Clover Cooking Oil  
Marigold Cooking Oil  
Sterling, Prime Summer Yellow

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Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.

## COTTONSEED INDUSTRY IN FOREIGN COUNTRIES

### Competitors of the United States in Seed Production and Use

By Dr. Thomas H. Norton, U. S. Bureau of Foreign and Domestic Commerce.

(Continued from last week.)

#### Asiatic Russia.

In the Russian Empire two regions have been found to be well adapted for cotton culture—Transcaucasia and Turkestan. The total area under cultivation in 1914 was 1,412,800 acres, divided as follows: Transcaucasia, 228,600 acres, and Turkestan, 1,184,200 acres, making a total of 1,412,800 acres.

In 1914 the Russian crop of ginned cotton was estimated to be equal to 1,106,000 bales (of 500 pounds). In Turkestan the average yield per acre was 335 pounds.

The soil and climate in Turkestan seem to be peculiarly favorable to cotton culture, and large tracts await the development of irrigation schemes to be added to the present acreage. One extensive irrigation system, nearly completed, will open up to cultivation an area of 511,000 acres. At the Government experiment station in this new section it is found possible to raise a crop of 3,200 pounds per acre by the use of fertilizers and 1,615 pounds without fertilizers. (Presumably unginned cotton was referred to in these statements).

This whole territory is bound to produce, eventually, all of the cotton required for Russian spinning mills and to yield an excess for exportation.

#### Cotton Seed.

There are three distinct varieties of seed used in cotton growing in Turkestan. The variety most frequently in use is of American origin, the *Gossypium hirsutum*. The average weight of 100 seeds varies, according to the locality, from 8.9 to 10.5 grams in the 11 cotton-growing districts. The general average is 9.68 grams. This seed contains on an average 22.52 per cent of oil, 9.52 per cent of water, and 44.31 per cent of hulls.

A local variety of seed—*Gossypium herbaceum*—occurs in three districts and contains a lower percentage of oil, but its quality is regarded as superior to that obtained from the American seed. The average weight of 100 seeds is 7.3 grams. Analysis of the seed shows: Oil, 18.25 per cent; water, 8.92 per cent, and hulls, 50.93 per cent.

A third variety, cultivated in the Ferghana district, is much richer in oil. The weight of 100 seeds is 10.67 grams. Analysis gives: Oil,

24.15 per cent; water, 7.65 per cent, and hulls, 37.69 per cent.

The total amount of cotton seed produced in Turkestan was 437,000 short tons in 1911 and 439,000 tons in 1912. To this amount might be added an annual importation of about 650 tons from northern Persia.

The disposal of the crop of 1914 was as follows: Expressed at oil mills, 349,000 tons; exported (to European Russia), 9,400 tons; used for sowing and in primitive oil extraction, 81,000 tons.

In 1912, in addition to the 9,400 tons shipped to European Russia, 141,000 short tons of seed were transported to various points in Central Asia. In 1902 the quantity sent to Russia was the same, but the amount transported locally was only 28,000 tons.

In 1900 cotton seed delivered at the oil mills brought \$1.40 to \$2.20 per short ton. In 1913 prices ranged from \$13.80 to \$18.60. These figures all indicate the rapid growth

of the cottonseed industry in Turkestan since the beginning of the century.

For many years the natives of central Asia have used a primitive device for crushing oil seeds, especially cotton seed, which has not yet been displaced by modern machinery. The method of its use is shown in the illustration on the opposite page.

In the Province of Ferghana, one of the chief districts devoted to cotton culture, there are 4,330 of these crushing devices still in use. The value of the oil obtained annually by this method in the one Province is given as \$250,000. These old-fashioned crushers will naturally disappear before many years.

#### Introduction of Oil Mills.

The movement to introduce modern methods of oil crushing into Turkestan dates back to 1884, when S. I. Lakhtin erected the first mill, equipped with two hydraulic presses capable of producing over 1,200 pounds of crude oil daily. Progress was slow until 1900, when the opening of the Central Asia Railroad lessened the time and cost of transportation. With relatively easy access to distant markets for both oil and cake, as well as for the basic staple, cotton itself, the oil-crushing industry expanded rapidly.

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#### Phoenix

Choice Summer Yellow  
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Choice Butter Oil



### COMPANY

#### Albatros

Choice Summer White  
Odorless Cooking Oil

#### L'Oiseau

Choice Winter White  
Odorless Cooking  
and  
SALAD OIL

In 1912 there were 31 oil factories in operation at various points in Turkestan, only two of which were established prior to 1900. One company owning a mill in Turkestan operates also a second mill at Nijni-Novgorod, where seed from Persia and the Caucasus district is handled. In the 32 establishments there are 1,711 operatives. The number of presses is 425. Among these are 61 Anglo-American open presses and 56 American half-open presses.

The best equipped mill is on the Imperial estate at Murgab. It was built in 1903 from plans prepared by an American firm. All of the machinery is of American make and thoroughly up to date. Since installation no alterations or changes have been required. At the outset an American specialist in oil refining came over to organize the manufacture, while a Russian engineer was sent to the United States and western Europe to study all questions connected with the cottonseed-oil industry.

The factory has a deodorizing department, one for the separation of oleic acid, another for the complete extraction of the residual oil in oil cake, and a laboratory. It owns also a large soap factory, as does nearly every oil mill in Turkestan. In 1911 the Murgab plant ceased to use steam as a motive power. It is now operated entirely by hydroelectric power, generated by a neighboring waterfall.

In the Caucasus region the industry seems to be still backward. Oil is expressed, but in an imperfect way, as shown by the large amount of residual oil in the oil cake shipped from this section. A new oil mill has been erected recently at Odessa for handling Persian and Caucasian seed. Both qualities are also crushed at the plant in Nijni-Novgorod.

In 1911 the 32 mills mentioned crushed 324,000 short tons of seed, obtaining 51,800 tons of crude oil. In 1912 the amount of seed was 349,000 tons and the output of oil 55,900 tons. The yield of oil is exactly 16 per cent, and the loss on refining is 10 per cent.

The systematic export of this Turkestan refined oil to European Russia is developing rapidly. In 1905 the movement was 4,700 short tons. In 1911 it reached 23,600 tons, and in 1912, 35,200 tons. Moscow, Samara and Odessa are the chief points in Russia for the distribution of this oil. The transportation of oil in tank cars began in 1912.

The local consumption of oil produced in the Turkestan mills amounted to 23,000 short tons in 1911 and 15,000 tons in 1912. As already intimated, this is largely utilized in soap making.

#### Cottonseed Oil in European Russia.

The late appearance of cottonseed oil in the market brings it in Russia into competition with other vegetable oils to which the population has been accustomed for many years. Chief among these is the oil obtained from sunflower seed. Then follow sesame oil and rapeseed oil among domestic products and imported olive oil. As a result cottonseed oil has not yet won a recognized position among edible oils any more than in India. The cheapness and abundance of Siberian butter is another factor in the case. In large centers of population, notably in Moscow and Warsaw, the oil has begun to win its way as a substitute for lard, olive oil,

etc., in culinary operations. More extended is its use for burning in lamps, especially in the tiny lamps continually alight before ikons. The chief use, however, is for soap making. In Russian markets three grades are ordinarily encountered—raw, refined and double refined.

Within the past four years the future possibilities of the cottonseed industry of Turkestan have awakened the leading industrialists to a closer cooperation than had hitherto been the case.

In 1910 a committee of the Khokand Chamber of Commerce took the initiative in bringing about a union of the interests connected with the industry in Central Asia. At a meeting held in Tashkent in 1911 and at a congress of cotton growers in 1912 active steps were taken toward the establishment of fixed standards for crude and refined oil, as well as for oil cake and meal.

A pronounced difficulty in this connection has been the absence of laboratories for analyzing cotton seed and its products. Nearly all purchasers of seed trust to their "eyes, hands and teeth," as they say, for determining the quality of the raw material. The Imperial factory at Murgab has given from the start an admirable model of a plant

conducted upon the basis of close laboratory control of raw material and of all products.

As a result of the more united effort of the Turkestan manufacturers a movement has been set on foot to secure a market for Russian oil outside the Empire. An energetic propaganda had been organized in Turkey prior to the outbreak of war and was meeting with a certain measure of success. In 1912, 10 carloads of Turkestan oil arrived at Batum for shipment to foreign countries. The very high-grade oil from the Imperial factory at Murgab has been used largely in the effort to build up a market abroad. Dealers at Constantinople and even at Marseilles recognize it as fully equal if not superior to the current American imports. The quality shipped by Russian exporters to Mediterranean ports is practically equivalent to the American "prime summer yellow" grade.

This trade was naturally completely broken up by the entrance of Turkey, late in 1914, into the present war. During 1913 the shipments of Russian oil to Turkish ports were about 720 short tons, and there was every indication that a flourishing trade had been started.

#### Competition With American Oil.

This tendency of the Russian industry is a factor which eventually may become serious for American trade. Russia is producing today about 500,000 short tons of seed available for crushing purposes. The output increases at the rate of 10 per cent annually. Russian mills are already crushing to some extent cotton seed of Persian origin. With increased facilities for collection and transportation and closer political relations this source of seed assumes a certain importance. The Persian crop of seed at present is about 29,000 short tons.

Russia itself has a great natural abundance of animal fats and vegetable oils, to which its population has long been accustomed. The location of the cotton-growing territory is such that oil—and oil cake also—can be sent by rail and water to the port of Batum, and thence by steamer to Mediterranean and Atlantic ports, at much less expense for freight than if transported to the populous sections of European Russia. All indications point to an early appearance of Russian oil as a serious competitor in European markets.

(To be continued.)

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, December 3.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 4½¢. per lb., basis 60 per cent.; 60 per cent. caustic soda, 5¢. per lb.; 98 per cent. powdered caustic soda in bbls., 5½¢. per lb.; 48 per cent. carbonate of soda, \$2.10 per 100 lbs.; talc, 1¼¢.@1½¢. per lb.; 58 per cent. soda ash, \$2.50 per 100 lbs.; basis 48 per cent.; silic, \$15@20 ton of 2,000 lbs.; chloride of lime, in casks, 6¢. per lb., in bbls., 8¢. per lb. Prime palm oil, 8¼¢. per lb.; clarified palm oil, in bbls., 10¢. per lb., genuine Lagos palm oil, 8¼¢. per lb.; palm kernel oil, 12¢. per lb.; yellow olive oil, 92¢. per gal.; green olive oil, 93¢. per gal.; green olive oil foots, 9½¢.@10¢. per lb.; Ceylon coconut oil, 14¢. per lb.; Cochiti coconut oil, 15@16¢. per lb.; cottonseed oil, 8¼¢. per lb.; soya bean oil, 7½¢.@7¾¢. per lb.; prime city tallow, 7½¢. per lb.; corn oil, 7¼¢. per lb. House grease, 7¢. per lb.; oleo stearine, 10¼¢.@11¢. per lb.; brown grease, 6¼¢.@6¾¢. per lb.; yellow packers' grease, 6¾¢.@7¢. per lb.

#### Cottonseed Products Associations.

##### INTER-STATE COTTON SEED CRUSHERS' ASSOCIATION.

President, J. J. Culbertson, Paris, Tex.  
Vice-President, Geo. W. Covington, Haslehurst, Miss.  
Secretary-Treasurer, Robt. Gibson, Dallas, Texas.

##### ALABAMA COTTON SEED CRUSHERS' ASSOCIATION.

President, J. W. Radney, Rosnoke.  
Vice-President, C. Jones, Ozark.  
Secretary-Treasurer, C. E. McCord, Prattville.

##### ARKANSAS COTTON SEED CRUSHERS' ASSOCIATION.

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Vice-President, J. L. Conner, Augusta.  
Secretary, P. F. Cleaver, Arkadelphia.  
Treasurer, W. B. Mann, Marianna.

##### GEORGIA COTTON SEED CRUSHERS' ASSOCIATION.

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Vice-President, Henry C. Brown, Augusta.  
Secretary-Treasurer, E. P. Chivers, Atlanta.

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Vice-President, Henry Burke, Alexandria.  
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Vice-President, W. H. Madden, Yazoo City.  
Secretary-Treasurer, H. C. Forrester, Meridian.

##### NORTH CAROLINA COTTON SEED CRUSHERS' ASSOCIATION.

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Vice-President, Jonathan Havens, Washington.  
Secretary, H. A. White, Greenville.  
Treasurer, F. C. Dunn, Kinston.

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Vice-President, George Dasher, Chickasha.  
Secretary-Treasurer, J. M. Aydelotte, Oklahoma City.

##### SOUTH CAROLINA COTTON SEED CRUSHERS' ASSOCIATION.

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Vice-President, J. B. Caldwell, Campobello.  
Secretary, B. F. Taylor, Columbia.  
Assistant Secretary, W. B. West, Columbia.

##### TEXAS COTTON SEED CRUSHERS' ASSOCIATION.

President, B. W. Couch, Fort Worth.  
Vice-President, Chas. Du Bose, Alice.  
Secretary, Robert Gibson, Dallas.  
Treasurer, J. A. Underwood, Honey Grove.



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, December 3.—Market steady. Western steam, \$9.70 nom.; Middle West, \$9.70@9.80; city steam, 9½@9¾c.; refined Continent, \$10.50; South American, \$10.65; Brazil, kegs, \$11.65; compound, 9½@9¾c.

### Marseilles Oils.

Marseilles, December 3.—Copra fabrique, 134½ fr.; copra edible, — fr.; peanut fabrique, 120½ fr.; copra edible, — fr.

### Liverpool Produce Market.

Liverpool, December 3.—(By Cable).—Beef, extra India mess, 145s. 6d.; pork, prime mess, 115s.; shoulders, square, 74s.; New York, 66s.; picnic, 60s.; hams, long, 85s. 6d.; American cut, 92s. Bacon, Cumberland cut, 88s. 6d.; long clear, 85s. 6d.; short backs, 81s.; bellies, clear, 79s. Lard, spot prime, 53s. 6d. American refined, 28-lb. boxes, 57s. 3d.; January, 54s. 9d. Lard (Hamburg), nom. Tallow, prime city, 48s. 6d.; choice, 50s. 6d. Cheese, Canadian finest white, new, 91s. Tallow, Austrian (at London), 48s. 9d.

## FRIDAY'S CLOSINGS.

### Provisions.

Trading was again active, with values showing some reaction on profit taking and liberal receipts of hogs.

### Stearine.

The market was very firm but quiet. Oleo is quoted at 10½c.

### Tallow.

The market continues very firm, with prices at the highest of the season. City is quoted at 7½c., and special at 8½c.

### Cottonseed Oil.

The market was again active, and prices were strong with very firm crude and seed markets.

Market closed 3 to 8 points higher. Sales, 13,900 bbls. Spot oil, \$8.20 bid. Crude, Southeast, \$7.27@7.33. Closing quotations on futures: December, \$8.23@8.25; January, \$8.25@8.28; February, \$8.28@8.34; March, \$8.36@8.38; April, \$8.41@8.43; May, \$8.47@8.49; June, \$8.56@8.57; July, \$8.67@8.68; good off oil, \$8.10@8.25; off oil, \$8.8@8.25; red off oil, \$7.90@8.20; winter oil, \$8.35 bid. summer white oil, \$8.35 bid.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, December 3.—Hog market strong and 5@10c. higher. Bulk of prices, \$6.30@6.80; light, \$5.80@6.70; mixed, \$6.10@7; heavy, \$6.35@7; rough heavy, \$6.35@6.55; Yorkers, \$6.30@6.50; pigs, \$4@5.70; cattle prospects steady. beefs, \$5.60@10.55; cows and heifers, \$2.65@8.25; Texas steers, \$6.15@6.90. Western, \$6.20@8.25. Sheep market steady; sheep, native, \$6@6.50; yearlings, \$6.75@7.55; lambs, \$7@9.10; Western, \$7.25@9.10.

Kansas City, December 3.—Hogs higher, at \$6.10@6.70. South Omaha, December 3.—Hogs higher, at \$6.10@6.50.

Buffalo, December 3.—Hogs slow; on sale, 14,400, at \$6.80@7.

St. Louis, December 3.—Hogs higher, at \$6.50@7.

Sioux City, December 3.—Hogs higher, at \$5.90@6.50.

Louisville, December 3.—Hogs steady, at \$6.10@6.55.

Indianapolis, December 3.—Hogs higher, at \$6.55@7.05.

St. Joseph, December 3.—Hogs higher, at \$6.55@7.05.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, November 27, 1915, are reported as follows:

### Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	10,125	38,600	25,883
Swift & Co.	6,981	17,700	29,579
S. & S. Co.	4,536	16,800	10,542
Morris & Co.	6,203	17,900	9,928
Anglo-Amer. Provision Co.	505	10,700	...
Hammond Packing Co.	3,077	8,600	...
Libby, McNeill & Libby	2,904	...	...

Boyd, Lunham & Co., 9,600 hogs; Western Packing & Provision Co., 12,200 hogs; Roberts & Oake, 6,300 hogs; Miller & Hart, 3,400 hogs; Independent Packing Co., 9,800 hogs; Brennan Packing Co., 5,400 hogs; others, 11,300 hogs.

### Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,554	8,605	2,926
Fowler Packing Co.	607	...	347
S. & S. Co.	2,837	7,244	1,490
Swift & Co.	2,846	5,308	3,711
Cudahy Packing Co.	4,183	6,429	3,632
Morris & Co.	3,323	6,563	3,188
Others	220	661	9

Independent Packing Co., 242 cattle and 290 sheep; S. Kraus, 60 cattle; I. Meyer, 81 cattle; John Morrell & Co., 260 cattle; M. Rice, 1,349 hogs; Schwartz, Bolen & Co., 2,262 hogs; B. Balling, 34 cattle; Blount, 169 cattle, 688 hogs and 1,353 sheep; Heil Packing Co., 1,087 hogs.

### Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,057	3,024	2,904
Swift & Co.	2,468	4,033	7,759
Cudahy Packing Co.	3,710	5,859	6,902
Armour & Co.	3,300	6,065	6,314
Swartz & Co.	...	605	...
J. W. Murphy	...	2,350	...

Lincoln Packing Co., 79 cattle; South Omaha Packing Co., 40 cattle; John Morrell & Co., 2 cattle; Kohrs Packing Co., 243 hogs; Roth Packing Co., 23 hogs.

### St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	4,351	5,406	2,066
Swift & Co.	4,250	6,107	2,972
Armour & Co.	3,893	7,800	2,376
East Side Packing Co.	194	2,455	...
St. Louis Dressed Beef Co.	450	...	...
Independent Packing Co.	680	922	...
Krey Packing Co.	28	2,671	...
Hell Packing Co.	...	732	...
J. H. Bels Provision Co.	...	1,132	...
Carondelet Packing Co.	...	305	42
Sartorius Provision Co.	...	587	...
Others	806	10,642	920

### Sioux City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	1,817	10,220	...
Cudahy Packing Co.	2,309	9,888	...
R. Hurni Packing Co.	211	100	...
Others	10,825	...	...

J. E. Decker & Son, 870 hogs; John Morrell & Co., 702 hogs; Lincoln Packing Co., 34 cattle; Des Moines Packing Co., 46 cattle; Sacks Dressed Beef Co., 42 cattle and 80 hogs; Dubuque Packing Co., 285 hogs; Statler & Co., 84 cattle; Roth Packing Co., 638 hogs.

## FOREIGN COMMERCIAL EXCHANGE.

New York, December 3.—Foreign commercial exchange rates, so far as quoted, are as follows:

London—			
Bankers' 60 days	4.67½		
Cable transfers	4.71½		
Demand sterling	4.70½		
Commercial, 60 days	4.65½		
Commercial, 90 days	4.63½		
Paris—			
Commercial, 90 days	No quotations.		
Commercial, 60 days	No quotations.		
Commercial, sight	5.84		
Bankers' cables	5.81½		
Bankers' checks	5.82½		
Berlin—			
Commercial, sight	No quotations.		
Bankers' sight	78½		
Cable transfers	—		
Antwerp—			
Commercial, 60 days	No quotations.		
Bankers' sight	No quotations.		
Bankers' cables	No quotations.		
Amsterdam—			
Commercial, sight	41½		
Bankers' sight	41½		
Copenhagen—			
Checks	27.95		

## RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 27, 1915.

	Cattle.	Hogs.	Sheep.
Chicago	300	20,000	28,000
Kansas City	100	2,000	...
Omaha	300	4,400	3,200
St. Louis	600	3,000	250
St. Joseph	200	8,200	1,900
Sioux City	200	5,000	1,000
St. Paul	900	5,500	300
Oklahoma City	...	800	...
Fort Worth	500	600	200
Milwaukee	...	1,400	...
Denver	274	58	300
Louisville	350	2,885	50
Cudahy	...	2,000	...
Wichita	...	3,400	...
Indianapolis	150	10,000	...
Pittsburgh	...	3,000	300
Cincinnati	200	2,972	100
Buffalo	400	5,000	2,000
Cleveland	60	2,000	1,200
New York	30	1,463	1,500
Toronto, Canada	118	169	27

MONDAY, NOVEMBER 29, 1915.

	Cattle.	Hogs.	Sheep.
Chicago	25,000	48,000	22,000
Kansas City	22,000	11,000	5,000
Omaha	9,700	6,000	5,000
St. Louis	6,400	10,000	3,200
St. Joseph	2,400	3,700	1,900
Sioux City	5,500	5,000	3,500
St. Paul	5,000	21,000	6,500
Oklahoma City	1,500	2,000	2,000
Fort Worth	5,500	2,000	500
Milwaukee	100	3,471	...
Denver	2,800	1,300	2,400
Louisville	1,800	3,277	150
Detroit	...	1,719	...
Cudahy	...	1,500	...
Wichita	...	332	...
Indianapolis	550	7,000	...
Pittsburgh	2,000	10,000	6,000
Cincinnati	1,500	4,797	300
Buffalo	3,000	2,000	11,000
Cleveland	500	8,000	7,000
New York	3,620	9,980	11,590
Toronto, Canada	3,667	1,497	1,259

TUESDAY, NOVEMBER 30, 1915.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	48,000	10,000
Kansas City	14,000	16,000	5,000
Omaha	7,500	8,000	13,000
St. Louis	5,800	9,000	3,800
St. Joseph	3,300	10,000	3,000
Sioux City	4,000	7,000	2,000
St. Paul	2,300	10,500	1,800
Oklahoma City	500	2,000	...
Fort Worth	3,000	1,800	4,900
Milwaukee	1,200	2,292	800
Denver	2,200	3,600	3,100
Louisville	150	700	100
Detroit	...	2,800	...
Cudahy	...	12,000	...
Wichita	...	3,396	...
Indianapolis	1,000	15,000	350
Pittsburgh	...	2,000	500
Cincinnati	300	6,555	100
Buffalo	400	5,000	2,600
Cleveland	100	2,000	2,000
New York	870	2,358	1,280

WEDNESDAY, DECEMBER 1, 1915.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	52,000	24,000
Kansas City	5,300	13,000	7,200
Omaha	4,800	9,000	19,000
St. Louis	6,500	12,000	2,900
St. Joseph	2,000	11,000	3,300
Sioux City	2,500	8,000	2,000
St. Paul	2,000	1,100	1,500
Oklahoma City	300	1,500	700
Fort Worth	3,500	3,500	500
Milwaukee	500	12,032	1,000
Denver	3,000	500	2,400
Louisville	150	2,962	50
Detroit	...	12,800	...
Cudahy	...	2,500	...
Wichita	...	2,000	...
Indianapolis	1,000	20,000	...
Pittsburgh	...	3,000	1,000
Cincinnati	700	7,791	700
Buffalo	200	3,600	2,400
Cleveland	100	4,000	2,400
New York	2,162	7,008	4,506

THURSDAY, DECEMBER 2, 1915.

	Cattle.	Hogs.	Sheep.
Chicago	6,500	46,000	12,000
Kansas City	2,500	6,500	3,000
Omaha	3,100	7,900	15,000
St. Louis	5,000	8,500	3,500
St. Joseph	1,500	11,500	3,600
Sioux City	1,700	7,000	2,500
St. Paul	...	8,800	...
Milwaukee	...	5,042	...
Louisville	...	3,000	...
Detroit	...	10,000	...
Cudahy	...	6,000	...
Wichita	...	3,068	...
Indianapolis	...	17,000	...
Cincinnati	600	7,150	600
Buffalo	300	9,000	2,300
Cleveland	...	5,000	...
New York	617	1,094	3,818

FRIDAY, DECEMBER 3, 1915.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	38,000	9,000
Kansas City	300	5,500	3,000
Omaha	1,100	5,500	3,500
St. Louis	2,300	10,000	300
St. Joseph	400	8,000	1,500
Sioux City	800	7,000	1,500
Fort Worth	1,500	7,000	...
St. Paul	3,100	18,000	1,200
Oklahoma City	500	2,200	...

# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

Big buyers of hides are cautious and conservative. They have no intention of bidding the market up against each other. The market is steady, with sellers bullish.

**PACKER HIDES.**—Cows, both native and branded, received considerable attention since the previous review. Steady to strong figures were paid for this class of stock. The only steers moved were some Texas which brought steady price. Tanners seem to have confidence in the market on present level of value, yet they are not anxious to place orders, being fearful that the full extent of the decline has not been reached. Heavy native steers were quiet. Last sales were at 26c. This is the asking figure in all quarters, but some buyers hold to the opinion that bids at 25½c. would be accepted if firmly made. There was a rumor current east to the effect that Western natives moved at 25c., but this report lacks confirmation. Heavy Texas steers moved early in the week at 21c. for about 3,000 October and November hides. This is the previous sale rate. Plenty of this weight hides is coming forward. Underweight Texas steers last sold at 21½c. and this rate is talked on further business. Supplies are small. Butt branded steers were dull. Bids at 21½c. were registered but killers declined to book the business, figuring the value of these hides at 22½c. in line with unchanged rate on native steers. Supplies are moderate. Colorado steers were also dull and lifeless. Last trades were at 19½c. for current quality with a small lot moving at 20c. The nominal market for further business is quoted at 19½c. Plenty of Colorado steers are coming in the slaughter and tanners want to withhold their buying orders for awhile to see what effect the increased slaughter will have on the market. Branded cows were taken at 21½c., the former sale rate for a block of about 30,000 September, October and November hides. Several packers were involved. This is considered the market for further business. Some killers with Southern November hides talk 22c. on account of the light average and grubbing privilege. Heavy native cows did not sell. Last trades were at 24½c., which is considered nominal market now. Slaughter is small. Light native cows opened the week with a sale of 2,500 October and November special weight hides, 45/55 lbs. at 22¾c. Later about 7,500 similar salting moved at 22¾c. in straight weights. This is ½c. better than previously paid for similar hides. Late in the week a rumor was current of movement at 22¼c., but this could not be confirmed. Native bulls were quiet. Nominal market is considered at 10½@20c. for business. Supplies are meager. Branded bulls are quiet and unchanged at 16½@17c. nominal for business as to salting and seller. Later.—Two thousand October light cows sold 22¼c. for light average river hides, 12,000 October-November extreme light Texas brought 21½c. Some inquiry for butt brands

reported. Situation looks steady to strong at ruling prices.

**COUNTRY HIDES.**—Buffs were in fairly good demand throughout the week. The call for these hides was principally from smaller buyers, who operate in odd car lots from time to time as their needs require, and such business was done at satisfactory rates. The big people held rather low views and were not very successful this week in getting them placed among the local or outside sellers. Heavy hides were not moved. The absence of export war orders for leather and manufacture causes a lessening in the demand for raw stock, as domestic leather trade cannot pay these rates. Heavy steers did not sell in this market. The nominal market is considered about 20c. Last sales were at 21½c. Available stocks are limited. Heavy cows were not sold as a regular selection but some were included with buffs at 18¾c. by a local seller. Stocks are not large and most holders consider their worth up to 19½c. Buffs received considerable attention. Two cars moved at 19¼c. in separate trades, of current quality. A car of all number ones brought 19¼c. and another moved later at 19c. A car of buffs and heavy cows sold at 18¾c. A prominent Western buyer says he got two more cars of Western buffs at 18¾c. delivered basis. No seconds were sold alone. The situation in the country is gradually declining to lower levels, but the drop is hard to effect. Collectors realize they are getting fewer hides and the quality is good. Therefore they hesitate to accept less money. Minneapolis reports business in 50 lb. up hides at 18¾c. More available. Western all weights are quoted at 18½ to 19c. asked delivered with the inside nearer buyers' ideas of value. Extremes sold at 20¾c. for one car of fancy Ohio kinds in this market. No Western goods were reported sold, but buyers stand ready to pay 20c. for current arrivals. Most local sellers talk their value at 20½c., but this seems high for ordinary kinds. Last sales for patent leather outlets were at 20¼ to 20½c. Branded cows were not sold. Some Denver hides which are considered exceptionally good moved at 17¼c. delivered east. Local lots are quoted at 16 to 16½c. asked as to holder, flat basis. Nominal market considered at the inside figure. Country packer branded hides range up to 18½c. delivered basis here as to quality and percentage of steers included. Bulls moved at 16c. for a half car of native kinds, mostly seconds, the balance of a car weight being made up of branded bulls at 14½c., running mostly country packer slaughter. Country packer bulls are quoted at 17 to 17½c. nominal; city packer kinds quoted at 19 to 19½c. last paid. Kipskins were inquired for but stocks were of such size as to permit of operations. Country skins last sold at 21c.; prices have been advanced to 22c. in most cases. City skins last sold at 22c. and are now held at 23 to 23½c.; packer skins are held at 25c.; last sales were at 23c.

Later.—Market dull and waiting. Buffs quoted nominally at 18¾@19c. Buyers are waiting for lower prices. Lots of 5,000 Northwestern hides, 45 pounds and up, sold at 18¾c. and 18½c. delivered at Chicago.

**CALFSKINS** were not moved as far as could be learned. First salted local city skins sold lately at 25@25½c., with the inside the last one realized. None is now offered as all collectors are sold ahead. Outside city skins are offered at 24c.; last sales were at 23½c.; country skins are quiet at 22½c@23c. asked as to sellers. Packer skins last moved at 27c. December salting is unsold by two killers and while not offered, 30c. is talked as their

value. Deacons are firm and in good demand at \$1.20@1.30 and light calf at \$1.40@1.50.

Later.—Calfskins firm, cities offered at 26c. and 27c.

Horse hides are moving better. Country run of hides brings \$4.75@5.15 readily and \$5.25 is generally talked for good spready stock. City hides are held up to \$8. Stocks are well in hand now. Seconds are quoted at \$1 reduction with ponies and glues out at \$1.50@2 and colts at 50@75c. as to lots.

**HOGSKINS** are moving out readily at 65@75c. for country run of stock with rejected pigs and glues out at half rates. No. 1 pig-skin strips still bring 12c. for big packer take-off; poorly fleshed kinds 11c. No. 2's quoted at 10@11c. and No. 3's at 6@6½c. last paid.

**SHEEP PELTS.**—Pullers are still eager for skins as evidenced by sales of packer sheep and lambskins of current kill at \$1.75 this week. The market is well booked up to date and further business is now possible only upon payment of more money. Country skins are bringing \$1@1.60 average for current stock as to quality. Dry Western pelts are steady at 19@20c., as to descriptions; outside for best Montana skins.

Later.—Sheepskins strong. Sales of current and forward kill made at \$1.85 and \$1.86.

## Kansas City.

The only trading this week was 3,000 November heavy Texas at 21c., 40,000 mostly November salting branded cows and extreme light Texas at 21½c. for Northern points, and 21¾c. for Southern, which is ¼c. decline, and 25,000 light native cows most of which were of special harness weights ranging 45@55 lbs. at 22¾c. for October-November together, and 22½c. for straight November. In one instance October regular weights, 25 to 55 lbs., were sold at 22½c. Several of the packers claim to have had an opportunity to have sold special weights 45 to 55 lbs. at 22½@22¾c. for October-November, but turned this down for the reason that the same buyer would not take the extreme weights, 25 to 45 lbs., and the demand is very slack on extreme weights. Native steers generally held 26c. Most buyers think there will be no trouble at all in purchasing at 25½c., and the few tanners who are willing to express an opinion seem to feel they would not be interested at over 25c., although very few are willing to make firm offers even at 25c. Extreme light native steers continue in good request, and considered firm at 24c., although there are more of these weights being slaughtered this year than for most any

(Continued on page 42.)

## Producers and Consumers

of

## TALLOW AND GREASE

will find it to their interest  
to communicate with us.

**MARCUS STERN CO.**  
Hides and Skins  
PHILADELPHIA

## W. P. LANGE

North Side, PITTSBURGH, PA.

Dealer in

## City and Country PACKER HIDES

Also

Wool Pullers

Consignments  
solicited

## M. K. PARKER & CO.

WEBSTER BLDG., CHICAGO

**TALLOW, GREASES, HORNS, HOOFS  
BONES, FERTILIZER, GLUE STOCK  
OLDEST IN THE GAME. GET ACQUAINTED!**



## LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yards, Chicago, Dec. 1, 1915.

Receipts for the first three days of the week will total approximately 52,000 cattle, as compared with 41,189 for the same period a week ago, but a week ago there was no market on Thursday (Thanksgiving Day), otherwise there would not be such a great discrepancy in the receipts. Under 9½c. values are off anywhere from 15¢ to 25c. per cwt. from last week's closing prices, while from 9½c. up the trade is strong and active, and between now and the 15th of December choice yearling steers and heifers, as well as choice heavy beefs, will sell highest because orders for Christmas cattle are filled during the period mentioned; in fact, fancy beefs are already commanding a substantial premium, half a dozen loads of prime, heavy cattle having sold today (Wednesday) from \$10.55 @10.65, with fancy yearlings up to \$10.40, and, considering the comparatively low level at which the bulk of the steer cattle is selling, finished cattle will command fancy prices during the next two weeks, but on the rank and file of the offerings we look for liberal receipts and believe that any change of consequence will be towards a lower level of values.

The proportion of butcher stuff in the recent liberal receipts has been very moderate, consequently declines in the butcher stuff trade have been short-lived and quickly recovered, but we have now arrived at a time of the year when increasing supplies of all classes of cattle can be expected, and especially liberal will be the percentage in the receipts of medium and low-priced steers, which of course will have more or less of a depressing effect on the market for "she" stuff. While there is a good demand for bulls at existing prices, the trade on that class of cattle is also likely to be more or less adversely affected by the market on other grades of cattle. But the calf trade, on the other hand, is likely to gradually work a little higher on the good to choice veal calves.

Numerically the hog receipts are about the heaviest ever for the time of the year, and for the first three days of the week will total 155,000, and for the week approximately 240,000, as compared with 219,614 last week and 169,178 two weeks ago. However, fat and finish is woefully lacking, and while the quality of the receipts shows a little improvement, the supply nevertheless consists largely of light and immature hogs with plenty of pigs. Sheer weight of numbers has forced values to about the lowest level of the season, and on Wednesday matured weighty grades sold from \$6.60 @6.80; good medium-weight mixed and strong-weight light grades, \$6.35 @6.55; light mixed, \$6.10 @6.25; underweight light mixed, \$5.75 @6, with healthy pigs, \$5 @5.50. If numerous country reports are to be credited, squealing pigs are going through many a corn field like a bunch of hungry farm hands through a good harvest dinner, and the continued discouraging reports regarding the outcome of the corn crop leads to the belief that a free marketward movement of hogs can be looked for between now and the first of the year, thus leading to the conclusion that we have not yet seen the bottom of the market.

While the trade in sheep and lambs has been fairly active since the opening of the week, supplies have been too liberal to admit of much advance over last week's closing prices. In most cases sheep and lambs have sold during the past few days 10¢ to 15c. higher than Friday's close. Wednesday, with the early estimate of 20,000, later raised to 25,000, opening trades were a little below the previous session, with prospects that the market would close rather weak, and it will require moderate supplies the balance of the week to hold the market up to a steady level. Sheep have enjoyed a full share of

(Continued on page 43.)

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Dec. 1, 1915.

Our cattle receipts for the week ending today amounted to 22,600, with 4,200 on the Southern side. With the quality of the cattle running poor, and with very few choice offerings, the market is really on a strong to higher basis than a week ago, although the quotations do not indicate it. Beef cattle in all grades are in active demand and the quotations on prime steers range from \$9.65 @10.35, and on yearlings from \$10 @10.35. These prices, however, are being paid only on small lots. Several loads of very good though not choice yearlings, sold on Monday and Tuesday at \$9.35 @9.50, and topped the carload lots for the week. The bulk of these grades are selling between \$8 @8.75, while quite a few are changing hands at \$6.50 @7.50. The bulk of the heifers is \$7.50 @8.50, and some very good heifers are being sold at \$8.50 @9. We are not receiving any car lots of choice heifers, but there are quite a few small sales in this class, ranging from \$9 @9.50. Cows, all grades, are quoted at \$4.75 @6.50; choice heavy cows could be good enough to bring up to \$7. Very little fluctuation is noted in the canner and cutter trade; \$3.50 @4 is the range in this class.

We have received something over 46,200 hogs for the week. Owing to the very large percentage of the unfinished kinds the quality averages poor, although there seems to be some improvement over the past several weeks. The Eastern demand is active, and the consequence is prompt trading on all good hogs, particularly of shipping weights. Quality considered, the market is about steady with a week ago, although it is lower by 20c. than the high time on Tuesday. The quotations are: Mixed and butchers, \$6.25 @6.70; good heavy, \$6.60 @6.70; rough, \$6 @6.25; lights, \$6.25 @6.60; pigs, \$5.50 @6; bulks, \$6.25 @6.60.

Our sheep receipts are still running very light, only 13,000 were received for the week, although of course we are short one day this week on account of a holiday. The market is active and averages strong. Ewes are quoted at \$5 @5.75; wethers, \$6 @6.50; yearlings, \$6.50 @7.50; lambs, \$8 @9.10. The top figure on lambs was paid for several decks on Monday and Tuesday by city butchers.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Nov. 30, 1915.

Cattle sold actively Monday at steady to 10c. higher prices, but the market is exactly reversed today, trade slow, and prices steady to 10c. lower, receipts 14,000 head. Total cattle receipts for November are 257,000 head, a record November run at this market. This supply has included 55,000 Iowa and Minnesota stocker and butcher cattle, which ordinarily find outlet at Chicago. A few fairly good fed steers were included today at \$8.40 to \$8.90, but nothing was able to get above \$9. Top yesterday was \$9.40, and heavy steers on the Christmas order are worth around \$10. Prime beef cattle are so scarce here that the best hotel and restaurant trade is being partly served with beef shipped from Chicago. As a sample of the inconsistencies of the beef cattle trade, a Kansas shipper had two cars of good short-fed steers in Chicago yesterday, having passed up Kansas City, but which nobody wanted there, and the cattle held over till today. Plain warmed up steers sell anywhere from \$6.50 to \$7.50. Butcher cattle are about steady this week, most of the cows at \$5.25 to \$5.90, medium heifers \$6.25 to \$7.50, choice heifers \$8.25 to \$9, bulls \$4.50 to \$5.50. Best stockers are steady today, and somewhat higher than the close last week, but bulk of the stockers and feeders are barely steady, very few stockers above \$7, bulk of sales \$6 to \$6.50, common stockers \$5.25 to \$5.75. A drove of choice white-face feeders, 1,100 lbs. average, sold at

\$7.30 yesterday, but most of the feeders sell at \$6 to \$6.75. The stocker and feeder market is only slightly above the low point of the year, touched last week.

Hog receipts overran the estimate today by 3,000 head, total receipts 19,000. The market opened steady, but light weights sold 5 to 10c. lower before the close, medium weights shade lower, heavy hogs steady. Top was \$6.75, paid by packers, bulk of sales \$6.30 to \$6.70.

Sheep and lambs sold 10c. higher again today, following recent advances, receipts 5,000 head. Fed Western lambs sold at \$8.75 to \$9 today, fat yearlings \$7.30, and feeding lambs up to \$8.35, each price a new high mark for November. Fat ewes are worth up to \$5.75, wethers \$6.25. Receipts will be light here for a while, till Colorado stuff starts, although native territory is carrying more lambs on feed than for two or three seasons.

## OMAHA

(Special Letter to The National Provisioner.)

So. Omaha, Neb., Nov. 30, 1915.

Cattle receipts this month, 144,000 head, have been the heaviest on record for the month of November and 70,000 heavier than a year ago. Owing to the fine, open weather, the Western range cattle are still coming freely, while both Nebraska and Iowa are dumping a lot of short-fed and warmed-up cattle on the market. The amount of soft corn in the country is larger than anyone figured on, and the country is finding out that it has very little feeding value. The market has been working lower right along and the short-fed grades are slow sale and all of half a dollar lower than they were ten days or two weeks ago. No choice cattle are coming and no sales around \$8.50 @9.50 and on up have been made lately. Fair to very good 1,050 to 1,400-pound beefs are selling

(Continued on page 43.)

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending November 27, 1915:

## CATTLE.

Chicago	39,597
Kansas City	18,506
Omaha	10,471
East St. Louis	17,118
St. Joseph	3,499
Cudahy	705
Sioux City	3,980
South St. Paul	7,078
New York and Jersey City	10,106
Fort Worth	4,620
Philadelphia	2,668
Pittsburgh	1,460
Denver	1,348
Oklahoma City	1,090
Cincinnati	6,710

## HOGS.

Chicago	167,047
Kansas City	36,877
Omaha	18,895
East St. Louis	37,656
St. Joseph	30,612
Cudahy	22,501
Sioux City	20,128
Ottumwa	17,300
Cedar Rapids	13,330
South St. Paul	34,666
New York and Jersey City	43,477
Fort Worth	4,998
Philadelphia	6,772
Pittsburgh	9,276
Denver	4,676
Oklahoma City	9,302
Cincinnati	14,940

## SHEEP.

Chicago	80,221
Kansas City	15,375
Omaha	27,633
East St. Louis	8,756
St. Joseph	7,136
Cudahy	434
Sioux City	5,206
South St. Paul	1,753
New York and Jersey City	29,032
Fort Worth	768
Philadelphia	6,090
Pittsburgh	3,976
Denver	3,187
Oklahoma City	1,891

# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Bridgewater, Va.—The Bridgewater Creamery & Ice Corporation, has been incorporated with a capital stock of \$15,000, with W. H. Sipe as president, and O. D. Garber, secretary.

New Woodstock, N. Y.—The New Woodstock Creamery Company has been incorporated with a capital stock of \$5,000 by F. L. Freeborn, L. A. Lamunion and I. H. Hunt, of New Woodstock.

Lincolnton, N. C.—Jos. B. Johnston, W. H. Childs and R. M. Roseman, Jr., have incorporated with Johnston Ice & Fuel Company, with a capital stock of \$15,000, and will build an ice plant with a daily capacity of 12 tons.

## ICE NOTES.

Louisville, Ky.—A dairy will be built by D. H. Ewing's Sons.

Roanoke, Va.—The cold storage plant of the Citizens' Crystal Ice Company will be enlarged.

Mannington, W. Va.—An ice plant will be established by the Mannington Ice & Storage Company.

Bridgewater, Mass.—The icehouse of the Bridgewater Ice & Coal Co., has been destroyed by fire.

Roebing, N. J.—Six buildings owned by the Knickerbocker Ice Company at Roebing, have been destroyed by fire.

Clarksville, Tenn.—An ice cream factory will be erected at Clarksville, by O. V. Garrison, of Fayetteville, Tenn.

Sheboygan, Wis.—Fire of unknown origin damaged the plant of the Gutsch Brewing Company to the extent of \$20,000.

Barnett, Ga.—The Southeastern Cattle Company plans to build an ice plant in connection with their packing plant.

Shreveport, La.—It is reported that Crawford, Jenkins & Co. will install a cold storage plant in connection with their grocery.

Jonesboro, Ark.—Plans have been prepared for the Jonesboro Ice Company, for the erec-

tion of a two-story, 23x110 ft. cold storage plant.

Anniston, Ala.—A one story, 40x50 ft. addition of brick will be built to the plant of the Polar Ice & Coal Company. Estimated cost, \$10,000.

Winchester, Va.—A fireproof cold storage building will be built by the C. L. Robinson Ice & Cold Storage Corporation. C. L. Robinson, president.

Georgiana, Ala.—A ten-ton ice plant will be established by the McGowin-Bennett Milling Company, W. M. McGowin, president, and J. R. Bennett, secretary.

Columbia, Tenn.—A two story cold storage room will be built to the plant of the Columbia Ice & Cold Storage Company, which will increase the space 70,000 cu. ft.

McAlester, Okla.—The McAlester Ice & Pure Food Products Company, incorporated by A. C. Murray of Clarksville, Tenn., and others, with a capital stock of \$50,000, will build an ice plant at McAlester.

Laurel, Miss.—Contract has been awarded for the erection of an ice cream factory—two story reinforced concrete, 25x90 ft., to cost \$6,500—by the Pearson Ice Cream Company. The factory will have a daily capacity of 1,000 gallons.

Contract has been let to the York Manufacturing Company for the erection of an ice plant for the Earle Light, Water & Ice Company, Earle, Ark., organized with I. E. Freeman, as president; J. F. Reives, vice-president, and T. J. Biggs as secretary.

## THE FREEZING, STORING AND THAWING OF PORK.\*

(Continued from issue of October 30.)

### Tests at Frankfurt, A. M.

The tests at Lübeck having shown that with 36.5 to 37.4 degs. Fahr. temperature frozen meat could be thawed out satisfactorily in 3 to 3½ days, it was decided to determine whether thawing could be effected

\*From Refrigerating World.

also in ordinary meat rooms kept at 33.8 to 39 degs. Fahr.

Accordingly, two hog-halves, F1 and F2, were thawed out in the meat rooms of the municipal abattoir at Frankfurt a. M. As these had been frozen at a lower temperature than used before, the tests showed also the influence of this. Outside of greater loss of juice there is no disadvantage in more rapid freezing.

Date of chilling F1 and F2, January 25, 1915. Freezing temperature used, 6.8 degs. Fahr. Temperature in storage room, 17.6 degs. Fahr., at 90 per cent. and more relative humidity. Date removed from storage, April 29, 1915.

Hog-half No.	F1	F2
Average temperature in thawing .....	39.2° F.	34.7° F.
Ave. relative humidity .....	62%	79%
Thawing time .....	59 hours	110 hours
Weight, lbs., before thawing .....	60.9	67.4
Weight, lbs., after thawing .....	60.35	66.95
Loss .....	0.55 lb. = 0.90%	0.45 lb. = 0.67%

In each case the air circulation was very weak, and the loss of juice, little. The halves were left hanging in the meat room where the thawing had taken place. Both kept for 9 days, F1 better than F2. After 12 days, the meat was spoiled, F1 having lost in the 12 days 5.1 per cent. in weight, and F2, 4.6 per cent.

Outside of the greater loss of juice, doubtless due to the rapid freezing, the results were entirely satisfactory. Hence meat may be thawed out in ordinary cooling rooms, but in large installations special thawing rooms will be found preferable, so that the operation of the chill room is not interfered with.

Accordingly, meat may be shipped in frozen state in insulated refrigerator cars and will keep longer at destination than it would if it were thawed out before shipping. Besides, the frozen meat may be piled into the car as in the storage room, while the thawed meat must be kept on the hooks. Thus the capacity of a car is greatly increased.

## Ice Harvesting MACHINERY

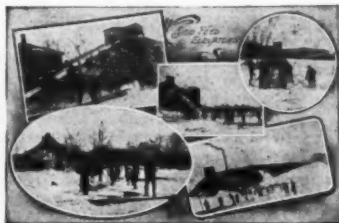
We design, build and install Ice Elevators and Conveyors for houses of any capacity

### ICE TOOLS

If you are not prepared to harvest your crop quickly and at the lowest cost

Let Us Work With You

Engineering Services Free



Write for catalog

**GIFFORD-WOOD COMPANY**

Works: HUDSON, N. Y.

New York Boston Chicago

## Experience The Teacher of all teachers

60 Years manufacturing experience

32 Years building Ice Making and Refrigerating Machinery —has taught us

The best and safest method of construction, for efficiency and long life

The saving effected by having ample resources—Our net resources exceed \$3,000,000.00

The benefits derived from having large works—Our works now cover over 40 acres

Frick Plants are saving money for their owners everywhere. Are you going to buy? Make us prove they'll do it for you.

ADDRESS A CARD TO

**FRICK**

**WAYNESBORO, PA.**

### BRANCHES

New York, N. Y. .... Taylor Building  
Atlanta, Ga. .... Atlanta National Bank Building  
Pittsburgh, Pa. .... Jenkins Arcade  
St. Louis, Mo. .... Granite Building  
Philadelphia .... 301 Wesley Building  
Dallas, Texas .... Sumpter Building  
Baltimore, Md. .... American Building

### AGENCIES

John Hague Engineering Co. .... St. Louis, Mo.  
G. A. Wegner Construction & Engineering Co., Rochester, N. Y.  
San Antonio Machine & Supply Co., San Antonio, Tex.  
Judd Engineering Co. .... Boston, Mass.  
Mollenberg-Betz Machine Co. .... Buffalo, N. Y.



## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

**HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.**

B. B. AMMONIA may be obtained from the following:

ATLANTA: Manufacturers' Warehouse Co.  
BALTIMORE: Wering Moving, Hauling & Storage Co., T. R. Wingrove.  
BOSTON: Fife, Richardson & Co.  
BUFFALO: Keystone Warehouse Co.  
CHICAGO: F. C. Schapper.  
CINCINNATI: Pan Handle Storage Warehouse.  
CLEVELAND: General Cartage & Storage Co., Henry Bollinger Estate.  
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.  
DALLAS: Oriental Oil Co.  
HAVANA: O. B. Cintas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuie & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Union Warehouse, Kentucky Consumers Oil Co.

MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinsdorf.  
NEWARK: American Oil & Supply Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hasselacher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Storage Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PORTLAND: Northwestern Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pilabry-Becker Eng. & Supply Co.  
ST. PAUL: R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.; E. Zuck, Jr.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

### Tests at Strasburg, Alsace.

In order to secure information regarding the condition of frozen meat thawed out without taking any precautions, various pieces of beef and pork weighing 2 to 4 pounds each, were thawed out in Strasburg in a damp room at 61 to 63 degs. Fahr., and 82 per cent. relative humidity. These thawed in one afternoon, but were not turned over to the cook until the following morning.

Upon exposure the frozen pieces became immediately covered with condensation, partly adhering and partly becoming mixed with the juice running out of the cut surfaces, so that instead of losing weight the liquid increased the weight of pieces of beef about 2 per cent., and the pork about 1 per cent. After thawing, the surface of the meat looked porous and pulpy, similar to Lu5. While appearance and loss of juice were unsatisfactory, the taste had not suffered.

Hence, so far as taste is concerned, no special precautions need be taken in thawing out frozen meat, provided the meat is consumed without delay. While this practice is current in England and in military service, the author nevertheless favors slow thawing of frozen meat to be sold to the public, to enhance its quality and appearance which should be equal to that of fresh meat.

Frozen meat may be distinguished from unfrozen meat by the looks of the cuts made before freezing where the surface will be found discolored and porous, favoring the loss of juice. The best possible result, therefore, would be not to cut the hogs into halves, and to thaw them out whole.

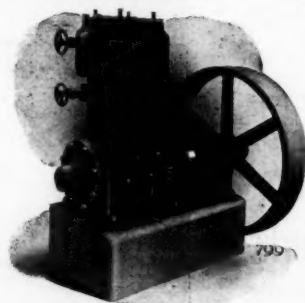
### Conclusions.

The above described tests have shown that the slower the thawing the better the result. Since with 72 hours (3 days) very good results are obtained it is not necessary with hog-halves to exceed this time. The temperature required with 72 hours averages 38 degs. Fahr.

This temperature may be maintained throughout the thawing period, as will be the case in meat storage room thawing, or, if a special room is used, the work may start at 29 degs. Fahr. and gradually increase to 41 degs. Fahr. After thawing in meat storage rooms the thawed meat may be kept a few hours more in the preliminary cooling room, at 43 to 46 degs. Fahr. Thawing should always be done with air in circulation.

The humidity of the thawing air can be regulated only in special rooms provided with

WATCH PAGE 48 FOR BARGAINS



## York Enclosed Refrigerating Machine

Latest Type

Looks good.

Is good.

Will prove a good investment for you.

Compressor, Frame, Bedplate, and Outboard Bearing cast in one piece—the most rigid construction.

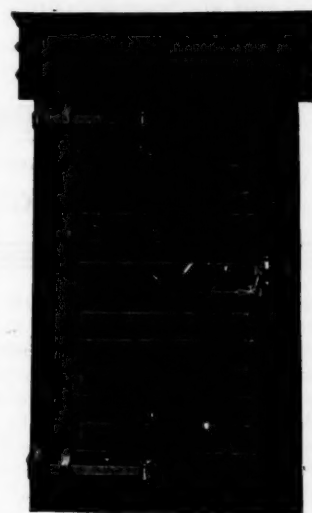
Completely machined at one setting—by special machinery—securing ABSOLUTE ALIGNMENT of SHAFT with COMPRESSOR.

The YORK Organization is credited with 40% of the annual sales of Refrigerating Machinery in this country. Let us tell you why.

Enclosed Machines 1/8-ton refrigerating capacity upwards. Prices on application.

**York Manufacturing Co.**  
(Ice-Making and Refrigerating Machinery exclusively)  
**YORK, PA.**

# DOORS



## For Cold Storage and Freezers

Have you ever examined our **JONES or NO EQUAL** types of Doors, and noted the heavy material used in construction, or how the massive Jones Automatic Fastener and Jones Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 68-page illustrated catalog upon request.

**JAMISON COLD STORAGE DOOR CO.**  
Formerly  
**JONES COLD STORE DOOR CO.**  
Hagerstown, Maryland, U.S.A.

## Use *Armour's* Anhydrous Ammonia and Watch RESULTS

**R**EMEMBER, the slightest impurity in your ammonia hinders the perfect working of your entire refrigerating system. This means big money-loss for you.

Give Armour's a thorough, practical test in your own plant. Note the 100% service, the economy and satisfaction.

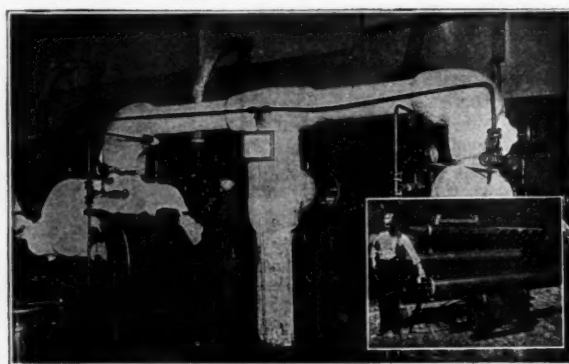
We test each cylinder before shipping. Sold subject to your test before using.

Stocks carried at all principal shipping points. Write for information.

**The Armour Ammonia Works**

Owned and Operated by Armour and Company

**CHICAGO**



heating and cooling coils, wherewith the condensation upon the frozen meat will be prevented if the relative humidity is about 70 per cent. at 32 degs. Fahr. Then, to avoid drying out the surface, which would result in loss of weight and good appearance, the relative humidity must increase as the temperature is raised, reaching 85 per cent. 39 degs. Fahr. and 90 per cent. at 41 degs. Fahr. Accordingly, the cooling coils have to be put out of service gradually, and if this alone does not produce the required humidity, the heating coils may be started very cautiously.

The fan should be of sufficient capacity to circulate the air at the rate of 25 to 30 times the volume of the empty room, per hour. During thawing the floor space for hanging hog-half should be 2.2 to 2.7 square foot.

The loss of weight depends upon the air velocity in different parts of the room, and is greatest right under the air supply ducts. Under uniform condition the loss does not exceed 1 per cent. The loss in weight increases as the temperature is raised and the relative humidity is lowered, which favors evaporation.

On the other hand, when the thawing temperature is low, the time required is increased and with it the quantity evaporating. These two opposing influences practically eliminate the effect of temperature, which leaves the relative humidity of the air and the rate of circulation the only deciding factors.

When thawing in meat cooling rooms no regulation of humidity is possible. The relative humidity in such rooms is about 75 to 80 per cent. at 37.4 degs. Fahr. Here

frozen meat will necessarily become covered with frost, but when exposed to proper circulation this will soon disappear.

### AMMONIA LEAKS IN BRINE TANK.

(G. A. Robertson in Refrigerating World.)

Every refrigerating engineer, no doubt, has frequently surmised as to what should be done in the event a serious ammonia leak developed in the ice tank. The writer has asked a number of engineers this question, from time to time, and in most cases found the men a little uncertain as to what would be the best thing to do.

An ammonia leak in a brine tank is always a very expensive proposition. There is the loss of ammonia, the brine is frequently so saturated with ammonia that it must be thrown away, the tank must be stripped of ice, causing a considerable delay in the plant output—all such items make deep inroads into the year's profits of the plant.

As a general thing the above losses can hardly be avoided, but can be held to a minimum by the prompt and judicious action on the part of the engineer. The writer would suggest the following method in the event of a serious ammonia leak in the brine tank.

When the leak is discovered (if it is a serious leak it can be detected by a roaring sound in the tank) the engineer should at once observe his back pressure gauge. Should the gauge pointer be near the zero mark, shut down the machine and make the necessary changes and start pumping air into the tank coils.

As soon as the gauge indicates a pressure

five to ten pounds, close the expansion valves. Should the gauge at first sight indicate a pressure ten or more pounds, close the expansion valves and let the machine run until the pressure drops below the ten pound mark.

Tap the gauge gently from time to time to make sure it is not sticking, also have a man stationed on the tank near the leak, to make sure the blowing and roaring sound does not stop. Keep an air pressure on the tank coils until the brine is removed from the tank, and is brought below the leak in stripping the tank of the ice. In other words, keep the brine from getting into the coils, for should much brine get into the system there will be trouble and expense too numerous to mention.

### BALTIMORE PORK PACKER DEAD.

Robert Morris Jones, head of the Jones & Lamb Co., Baltimore, Md., died at his home there on Sunday, November 28, at the age of 72 years. Death was due to pneumonia superinduced by an attack of la grippe. Mr. Jones was a leader in Eastern pork packing circles. He was held in the highest esteem in the trade and the news of his death was a great shock.

Mr. Jones was born in Gresham, Pa., and served throughout the Civil War in a Pennsylvania regiment. After the war he went to Baltimore and engaged in business with Gray & Judick, pork packers. Nine years ago the concern was reorganized, uniting the firms of R. M. Jones & Co. and G. M. Lamb & Co. as the Jones & Lamb Co., with Mr. Jones as president. He leaves three daughters. The funeral occurred Wednesday and burial was in the Loudoun Park Cemetery.

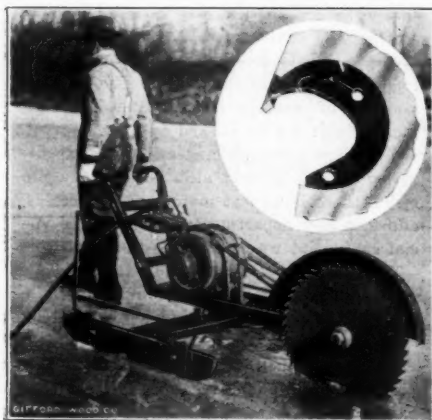


## FOR PURCHASING DEPARTMENTS

### ICE HARVESTING MACHINERY.

Rapid advancement in the methods of harvesting ice has been made during the past few years, the progress made in completing the field work being particularly noticeable Gifford-Wood Company, of Hudson, N. Y., has secured the sole manufacturing and selling rights on a power field saw patented by L. M. Macy, of Adel, Iowa, this machine supplanting to a large extent the horse-drawn plow.

The plow weighs 600 pounds, is easily handled, flexible, and can be moved from place to place and used anywhere that electric current can be had.



NEW POWER FIELD SAW FOR CUTTING ICE.

Illustration in insert shows one of the inserted teeth used on power saw.

The frame is constructed entirely of steel on which is mounted the circular saw, motor and electric switch control, the whole being supported on two substantial wood runners. The frame is nicely balanced on the axle so that by bearing down or raising up on the handles, the saw is raised or lowered. The frame can also be made adjustable so that cakes of any width can be cut. On the end that carries the saw is a depth gauge which can be adjusted to any depth desired up to the full cutting depth of the saw. On each end of the runners are guides that are raised or lowered by levers.

When commencing to cut a field of ice a straight mark is made, similar to that made when cutting with an ordinary ice plow. This mark is followed with the saw to make the first cut, the machine turned around, the lever thrown that lowers the guides into the cut made. This holds the machine in perfect alignment with the first cut. Then cut back and forth, using gauges first on one runner and then on the other.

It is said it will operate successfully in any kind of weather, freezing or thawing, and does away entirely with the night plowing. With this machine the ice man can utilize his entire field, and there is no waste between fields.

The greatest economy, however, is in the actual work done. One machine will do the field work of at least six men and three teams; do as much actual work and do it much better; waste no ice along the edges or sides of the field, consequently you don't get so far from your hoisting point, and thus save labor in floating. The cakes are all cut

true, and any depth you wish, and the cutting is uniform. This insures smooth working in the channel, on the elevator, on the runs and galleries, in the house—everywhere, in fact.

The average man can operate this machine as well as the average man can drive a team. It will cut 2,000 cakes 22 inches square per hour, 10 inches deep, and much more at a less depth. It is claimed to be far ahead of the ice plow. Very little, if any work on the part of the man using the saw is required, as the machine is practically self-propelling.

It is operated with a 20 h. p. General Electric Company motor, made especially for this machine, water-proofed, and very light in weight, but with the same liberal over-load rating as the standard motors. A 30-inch inserted tooth saw, cutting a groove  $\frac{3}{4}$  inch wide and 12 inches deep, is furnished regular, but 34-inch and 36-inch saws are furnished at an additional cost, which will require a larger saw shield. The 36-inch saw will cut 16 inches deep, and the others intermediate depths. Where it is desired, an attachment is furnished whereby it will do its own tamping, packing the cuttings in the grooves so solid that it will let no water in, and doing a much better job than it is possible to do by hand.

Further information concerning prices, etc., may be obtained by writing Gifford-Wood Company, Hudson, N. Y.

### PACKERS APPROVE MOTOR TRUCKS.

One of the most important requirements in the packing business of today is a speedy and satisfactory means of transportation of meat products. For many years packers have wrestled with the problem of transportation in local or suburban delivery, and it was not until the advent of the motor truck that they found the answer to the paramount question, "How shall we overcome present delivery difficulties?"

Nowadays, however, from the number of motor-driven vehicles in evidence on our city streets and suburban roadways, and from the glowing testimonials which hundreds of packers have written, the motor truck has answered the question.

It is safe to say that meat packers knew as early as any class of business men in the world that the horse was an inefficient, expensive and insanitary motor. The crippling of delivery service which cold weather and ice streets inflicted on the packer was no more annoying than the droves of flies which the horse must attract in the summer. The horse and wagon delivery system was a source of year-round annoyance and inconvenience. The large amount of space required by the horses, their feed and vehicles, made stabling an expensive item of the business.

The motor truck has overcome every one of those objections. It not only delivers more goods in less time and for less money than the horses could do the work, but it is absolutely independent of weather conditions. The heaviest snow of winter, the icy streets and the heat of summer are alike ineffective where the motor truck is used. With the passing of the horse the fly passed also.

The refrigerator bodies which are easily

obtainable for motor truck service, keep the meat in perfect condition, no matter what the length of haul. Even without the refrigerator body the speed of the truck is such that deliveries which would have been out of the question with horse and wagon system are easily made, and in such short time that there is no deterioration of product.

The following letter, written by a member of the firm of Corkran, Hill & Co., Union Stock Yards, Baltimore, to the Packard Motor Car Company of Detroit, gives an excellent idea of what the truck means to the modern packer:

"It is with considerable satisfaction that we write you that our three-ton Packard trucks have been and are giving us very satisfactory service. I believe that truck No. 1, which is on its fifth year, is running just as well as ever.

"It will probably interest you to know that these trucks have reduced the number of horses used for delivery from 33 to 15—this in face of greatly-increased tonnage. In addition, we have been able to deliver goods to local trade in a much more satisfactory manner, together with delivering to the transportation company shipments that could not have been made in time with horses.

"Taking into consideration all weather conditions, there is no argument for horses as against motor trucks, and we like the Packard."

### TO AID PRODUCER AND CONSUMER.

Methods by which the producer and the consumer may be brought closer together, and problems concerned with the more extensive use of the parcels post and rural mail deliveries were discussed in Washington last week at a conference held under the auspices of the Southern Commercial Congress. Among the prominent economists present were David Lubin, the permanent American delegate to the International Institute of Agriculture in Rome; Senator Duncan U. Fletcher, of Florida, president of the Southern Commercial Congress; Dr. Clarence J. Owen, secretary and director of the same organization; and George P. Hampton, secretary of the committee on marketing recently appointed by the Southern Commercial Congress. Plans were also laid for the next meeting of the Congress, scheduled for December 13 to 17, in Charleston, S. C.

### KEEP YOUR PROVISIONER ON FILE.

The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated or another copy furnished. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of this publication, he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information. The binder is new, and is the handiest and most practical yet put on the market. It is finished in vellum de luxe and leather, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

# Chicago Section

War is ———! That's a skinch.

All flesh is grass, all grass is hay.  
We're here tomorrow, and gone today!

Sometimes a wishbone, dented enough by hard knocks, gets to be a passably good backbone.

Board of Trade memberships are selling at \$3.250 net to the buyer, with an upward tendency.

Joe Hig (there is but one Joe) reports black bear and deer in abundance in the neighborhood of his Wisconsin camp.

And now a big trust looms up on the horizon to control all farm produce, and it's up to the farmers to truss the trust!

Charley Martin, who started his greasy career with George M. Sterne some decades ago, is now a member of Sterne & Son Company.

The Cudahy Packing Company's gross sales for their fiscal year ending October 30, 1915, amounted to approximately \$116,250,000. Going some!

Swift & Company's sales of beef in Chicago for the week ending Saturday, November 27, 1915, averaged as follows: Domestic beef, 9.56 cents per pound.

"It pays to advertise!" says our old friend in one of his latest Twentieth Century circular letters, but fails to add: "Judiciously and thoroughly." They all read The National Provisioner!

**J. B. ZIEGLER & CO.**  
**MEATS, LARD, OLEOS,**  
**∴ FUTURES ∴**  
**GREASES, TALLOWES,**  
**ETC.**  
Write for our MARKET LETTER  
WEBSTER BLDG., CHICAGO

Established 1905  
**DAVID I. DAVIS & CO.**  
**PACKING HOUSE EXPERTS**  
Manhattan Building CHICAGO, ILL.  
**WE DESIGN AND REMODEL**  
**PACKING PLANTS.**  
**ALLIED INDUSTRIES.**  
**ICE FACTORIES.**  
**COLD STORAGE BUILDINGS.**  
WRITE US.

Speaking of a five-day market. Guarantee the producer a fixed top price for livestock (irrespective of conditions), and he'll preferably send 'em in for Monday's and Wednesday's market, just the same. Human nature!

The trade everywhere tenders its heartfelt sympathy to Charles F. Goepper, the well-known and popular Yards hog commission man, who lost his son, Charles H., by drowning in Lake Michigan last week. He was out in a motor boat with a party hunting ducks and fell overboard.

If it is fair for the government to pay full value for condemned cattle killed on farms, owing to their being affected by foot and mouth disease, is it not equally as fair that the packer should be paid for animals condemned by the government in his plant after he has paid full market value for them?

As a great little advertiser yuh gotta hand it to Hank Ford. Unofficially butting into diplomatic relations between this and foreign countries, however, sounds like a successful attempt at breaking into jail. Not every pussen who tries to break into the pen is unsuccessful, it is well to remember, though some have failed.

W. L. Gregson says in a letter to The National Provisioner: "As the advance in product was satisfactory to the manufacturers and did not interfere with lower hogs, no particular opposition came from that quarter to the improved values in the January and May futures, and the absence of selling pressure from them made it easy to bid up prices. Fresh meats continue to drag and buyers of hogs are indifferent except when they are on a good manufacturing basis. Lard stocks are increasing, but neither pork nor ribs are yet being made here liberally, as European orders are taking a good share of the new product. Good judges of livestock conditions feel that we are only just touching the surplus of the hog crop, and that it may be two or three weeks before we get into the fat end of it. Some of our friends think there will be such a flood of hogs late in the winter that it will be hard work to find yardage for them. The cash movement shows signs of holiday dullness."

## CHEMICAL & ENGINEERING CO.

Expert Assistance.  
CHEMISTS. BACTERIOLOGISTS.  
Chemical control of Packing Plants. Yearly contracts solicited.  
608 SO. DEARBORN ST. CHICAGO, ILL.

## OPEN OPPENHEIMER CASINGS PLANT.

On Saturday, November 27, the formal opening of the new plant of the Oppenheimer Casing Company, Chicago, of which Harry D. Oppenheimer is president, and which started business in April, 1914, took place. A large number of friends called, and it looked like a packers' convention.

The plant of the Oppenheimer Casing Company is the last word, as one of the large packers termed it, in this line of industry. Many, if not all, of the visitors were surprised to see that a casings establishment, which for a century has always been considered a pest hole, could be as modern and clean as any building in the world. The building, which is of concrete, is so arranged that the merchandise can be packed and handled with the greatest efficiency and minimum expense, and due to a system akin to military precision there is no lost motion or unnecessary effort in any department. Most of the special equipment was a surprise to the visitors.

The floral tributes were unusual and beautiful. The St. Louis delegation appeared on the scene with a brass band. A partial list of the visitors follows:

Harry O'Connell, Acme Sausage Company; John Agar and James Agar, John Agar Company; Wood Agar and G. J. Lynch, Agar Packing & Provision Company; J. Downing, J. Mulligan and C. E. Michellberry, Anglo-American Provision Company; Lawrence Armour, Armour & Company; P. D. Armour 3d, Robert Conway, Charles Graf and James W. Smithson, Armour & Company; A. McLain, Bechstein & Company; W. Kirchberger, M. Born & Co.; A. G. Leonard, H. E. Poronto and J. A. Spoor, Central Manufacturing District; Fred Baker and A. W. Ruf, Cudahy Packing Company; O. T. Henkle, Chicago Junction Railroad; M. W. Tilden and O. T. Reeves, Drovers' National Bank; John Fletcher, For Dearborn Bank; A. B. Friedman, Friedman Manufacturing Company; F. R. Burrows, G. H. Hammond Company; J. S. Hoffman, J. S. Hoffman Company; John Glenn and John Glenn, Jr., Illinois Manufacturing Association; Emil Brinkman, Illinois Smoked Meat Company; Louis Jourdan and Will Jourdan, Jourdan Sausage Works; Fred Krey, Krey Packing Company, St. Louis, Mo.; E. D. Baldwin and Wm. F. Burrows, Libby, McNeill & Libby; H. J. Schloessinger, Berth, Levi & Company; Oscar F. Mayer, Oscar F. Mayer & Brother; Louis Heymann, Edward Morris and W. H. Salisbury, Morris & Company; Fred Mandel, Mandel Brothers; G. W. Williams, Morton Salt Company; Samuel Nast, Nast & Company; Mrs. S. Oppenheimer, New York City; Jonas L. Pfalzner and Max

H. C. GARDNER F. A. LINDBERG  
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Wm. H. Knehan, Associate Engr.

## PACKERS ARCHITECTURAL & ENGINEERING CO.

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U. S. GOVERNMENT INSPECTION

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Importers, Exporters and Manufacturers

**ALL GRADES OF ANIMAL HAIR**

DEALERS IN HIDES, PELTS, TALLOW, GREASE, DRY BONES AND PACKING HOUSE BY-PRODUCTS

**CHICAGO**

**WATCH PAGE 48 FOR BARGAINS**

## CHICAGO LIVE STOCK

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 22.....	23,245	1,600	44,750	21,455
Tuesday, Nov. 23.....	8,739	1,753	39,910	14,003
Wednesday, Nov. 24.....	9,295	953	45,029	15,110
Thursday, Nov. 25.....	Holiday.			
Friday, Nov. 26.....	3,604	485	45,906	30,930
Saturday, Nov. 27.....	245	87	20,618	1,504

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 22.....	2,329	129	5,792	...
Tuesday, Nov. 23.....	490	...	5,408	234
Wednesday, Nov. 24.....	2,213	84	6,428	1,399
Thursday, Nov. 25.....	Holiday.			
Friday, Nov. 26.....	290	3	8,270	954
Saturday, Nov. 27.....	...	...	3,178	...

Total last week.....				
Previous week.....	5,531	344	29,175	2,787
Cor. week, 1914.....	7,231	270	40,087	1,006
Cor. week, 1913.....	25,343	2,427	140,031	67,191
Cor. week, 1913.....	36,290	2,601	137,290	123,242

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Nov. 27, 1915.....	1,980,761	6,378,753	3,133,583
Same period, 1914.....	2,009,004	5,544,201	4,880,373

Combined receipts of hogs at eleven points:				
Week ending Nov. 27, 1915.....	578,000			
Previous week.....	639,000			
Cor. week, 1914.....	516,000			
Cor. week, 1913.....	400,000			
Total year to date.....	22,892,000			
Same period, 1914.....	20,580,000			
Same period, 1913.....	22,051,000			

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Nov. 27, 1915.....	159,100	360,800	182,200
Week ago.....	186,800	403,100	231,400
Year ago.....	123,000	371,500	164,700
Two years ago.....	89,800	335,100	223,500

Combined receipts at six markets for 1915 to Nov. 27, and same period a year ago:

	1915.	1914.
Cattle.....	6,487,000	6,035,000
Hogs.....	16,109,000	14,595,000
Sheep.....	9,527,000	11,537,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Nov. 27, 1915:	
Armour & Co.....	37,160
Swift & Co.....	17,700
S. & S. Co.....	16,800
Morris & Co.....	17,600
Hammond Co.....	8,600
Western P. Co.....	12,200
Anglo-American.....	10,300
Independent P. Co.....	12,200
Boyd-Lunham.....	8,600
Roberts & Oake.....	6,400
Brennan P. Co.....	4,400
Miller & Hart.....	3,400
Others.....	23,100

Totals.....	178,400
Previous week.....	185,500
Cor. week, 1914.....	155,800
Total, 1915.....	5,841,300
Total, 1914.....	4,598,200

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$8.75	\$6.45	\$5.95	\$8.90
Previous week.....	8.65	6.40	5.70	8.60
Cor. week, 1914.....	8.50	7.50	5.65	8.75
Cor. week, 1913.....	8.10	7.65	4.55	7.40
Cor. week, 1912.....	8.20	7.70	4.05	7.20
Cor. week, 1911.....	6.85	6.17	3.55	5.65

## CATTLE.

Steers, good to choice.....	\$8.15@10.40
Yearlings, good to choice.....	7.75@10.50
Inferior heifers.....	4.75@ 5.40
Good to choice heifers.....	5.75@ 9.00
Good to choice cows.....	4.75@ 6.85
Canners.....	3.80@ 4.50
Butcher bulls.....	5.50@ 7.00
Bologna bulls.....	4.75@ 5.40
Good to prime veal calves.....	9.00@10.50
Heavy calves.....	7.00@ 9.00

## HOGS.

Prime to light butchers.....	\$6.40@6.70
Fair to fancy light.....	6.00@6.45
Prime med. weight butchers, 240-270 lbs.....	6.45@7.00
Heavy mixed packing, 270-310 lbs.....	6.40@6.90
Rough heavy packing.....	6.05@6.45
Fair to good.....	5.75@6.05
*Stags.....	5.50@6.25

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Native ewes, fair to good.....	\$3.00@3.75
Western fed ewes.....	3.00@3.55
Yearlings.....	6.00@7.50
Wethers, fair to choice.....	5.50@6.25
Native lambs.....	8.00@9.05
Fed western lambs.....	8.25@9.00

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, NOVEMBER 27, 1915.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
December.....	\$16.00	\$16.05	\$16.00	\$16.05
January.....	17.02½	18.12½	17.92½	17.97½
May.....	17.92½	18.12½	17.92½	17.92½

LARD—(Per 100 lbs.)—				
November.....	...	...	...	9.22½
December.....	9.37½	9.62½	9.50	9.52½
January.....	9.85	9.90	9.75	9.77½

RIBS—(Boxed, 25c. more than loose)—				
January.....	9.75	9.77½	9.62½	9.62½
May.....	9.85	9.90	9.77½	9.77½

MONDAY, NOVEMBER 29, 1915.

PORK—(Per bbl.)—				
December.....	16.02½	16.17½	16.02½	16.17½
January.....	18.02½	18.12½	17.95	17.95
May.....	18.02½	18.12½	17.92½	17.92½

LARD—(Per 100 lbs.)—				
November.....	...	...	...	9.25
January.....	9.32½	9.57½	9.50	9.50
May.....	9.77½	9.80	9.75	9.75

RIBS—(Boxed, 25c. more than loose)—				
January.....	9.72½	9.72½	9.65	9.65
May.....	9.85	9.85	9.80	9.82½

TUESDAY, NOVEMBER 30, 1915.

PORK—(Per bbl.)—				
December.....	16.12½	16.20	15.75	15.75
January.....	17.85	17.87½	17.55	17.60
May.....	17.90	17.90	17.60	17.32½

LARD—(Per 100 lbs.)—				
November.....	9.10	9.10	9.10	9.10
January.....	9.50	9.50	9.25	9.27½
May.....	9.72½	9.72½	9.50	9.52½

RIBS—(Boxed, 25c. more than loose)—				
January.....	9.40	9.62½	9.40	9.42½
May.....	9.82½	9.82½	9.57½	9.60

WEDNESDAY, DECEMBER 1, 1915.

PORK—(Per bbl.)—				
December.....	15.70	16.05	15.70	16.00
January.....	17.50	17.90	17.50	17.80
May.....	17.00	17.90	17.00	17.77½

LARD—(Per 100 lbs.)—				
December.....	9.05	9.12½	9.05	9.12½
January.....	9.30	9.45	9.30	9.42½
May.....	9.57½	9.70	9.57½	9.70

RIBS—(Boxed, 25c. more than loose)—				
December.....	9.65	9.65	9.60	9.60
January.....	9.40	9.65	9.40	9.60
May.....	9.60	9.82½	9.60	9.77½

THURSDAY, DECEMBER 2, 1915.

PORK—(Per bbl.)—				
December.....	16.05	16.37½	16.05	16.57½
January.....	17.95	18.25	17.95	18.25
May.....	18.00	18.20	18.00	18.20

LARD—(Per 100 lbs.)—				
December.....	...	...	...	9.32½
January.....	9.55	9.62½	9.55	9.62½
May.....	9.70	9.90	9.70	9.90

RIBS—(Boxed, 25c. more than loose)—				
December.....	...	...	...	9.75
January.....	9.65	9.77½	9.65	9.75
May.....	9.82½	9.97½	9.82½	9.95

FRIDAY, DECEMBER 3, 1915.

PORK—(Per bbl.)—				
December.....	16.42½	16.50	16.42½	16.50
January.....	18.25	18.32½	17.92½	17.92½
May.....	18.20	18.27½	17.90	17.90

LARD—(Per 100 lbs.)—				
January.....	9.57½	9.65	9.45	9.45
May.....	9.87½	9.92½	9.75	9.75

RIBS—(Boxed, 25c. more than loose)—				
January.....	9.75	9.80	9.67½	9.67½
May.....	9.95	10.00	9.87½	9.87½

†Bid. asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	20	@25
Native Sirloin Steaks.....	25	@28
Native Porterhouse Steaks.....	30	@35
Native Pot Roasts.....	16	@18
Rib Roasts from light cattle.....	14	@18
Beef Stew.....	12	@14
Boneless Corned Briskets, Native.....	16	@18
Corned Rumps, Native.....	16	@16
Corned Ribs.....	11	@12½
Corned Flanks.....	12	@13½
Round Steaks.....	18	@23
Round Roasts.....	16	@18
Shoulder Steaks.....	18	@20
Shoulder Roasts.....	14	@16
Shoulder Neck End, Trimmed.....	14	@12½
Rollad Roast.....	16	@18

## Lamb.

Wind Quarters, fancy.....	20	@23
Fore Quarters, fancy.....	15	@18
Ribs, fancy.....	24	@25
Stew.....	14	@14
Chops, shoulder, per lb.....	20	@20
Chops, rib and loin, per lb.....	20	@20
Chops, French, each.....	15	@15

## Mutton.

Legs.....	15	@16
Stew.....	14	@12½
Shoulders.....	14	@16
Wind Quarters.....	16	@18
Fore Quarters.....	14	@12½
Rib and Loin Chops.....	20	@20
Shoulder Chops.....	16	@16

## Pork.

Pork Loins.....	14	@16
Pork Chops.....	16	@18
Pork Shoulders.....	14	@14
Pork Tenderloins.....	16	@30
Pork Butts.....	15	@15
Spare Ribs.....	11	@12½
Hocks.....	11	@12½
Pigs' Heads.....	8	@8
Leaf Lard.....	11	@11

## Veal.

Wind Quarters.....	20	@22
Fore Quarters.....	14	@16
Legs.....	20	@22
Breasts.....	14	@16
Shoulders.....	18	@20
Cutlets.....	18	@20
Rib and Loin Chops.....	28	@30

## Butchers' Offal.

Suet.....	@ 7
Tallow.....	@ 3½
Bones, per cwt.....	@ 75
Calfskins, 8 to 15 lbs.....	@ 19
Calfskins, under 15 lbs. (deacons).....	@ 65
Kips.....	@ 18

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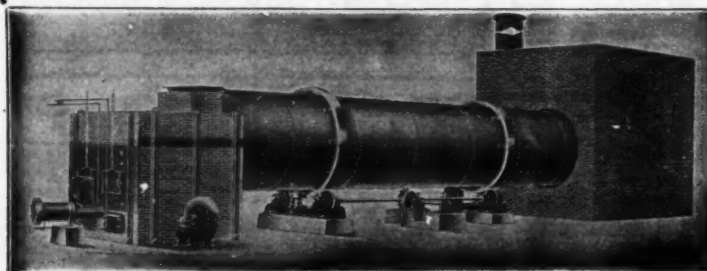
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68 William St., - - New York



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers.....	13 1/4 @ 14 1/4
Good native steers.....	13 1/4 @ 14
Native steers, medium.....	@ 13
Heifers, good.....	@ 10
Cows.....	8 1/2 @ 10
Hind Quarters, choice.....	@ 11
Fore Quarters, choice.....	@ 11

## Beef Cuts.

Beef Tenderloins, No. 1.....	@ 30
Beef Tenderloins, No. 2.....	@ 22
Steer Loins, No. 1.....	@ 24
Steer Short Loins, No. 1.....	@ 31 1/2
Steer Loins, No. 2.....	@ 18
Steer Short Loins, No. 2.....	@ 23
Cow Loins.....	@ 11
Cow Short Loins.....	@ 13
Steer Loin Ends (hips).....	@ 13
Cow Loin Ends (hips).....	@ 14
Strip Butts, No. 3.....	@ 14 1/2
Steer Ribs, No. 1.....	@ 10
Steer Ribs, No. 2.....	@ 15
Cow Ribs, No. 1.....	@ 12
Cow Ribs, No. 2.....	@ 11
Cow Ribs, No. 3.....	@ 9
Rolls.....	@ 13 1/2
Steer Rounds, No. 1.....	@ 12 1/2
Steer Rounds, No. 2.....	@ 11 1/2
Cow Rounds.....	@ 9
Flank Steak.....	@ 14 1/2
Rump Butts.....	@ 12
Steer Chucks, No. 1.....	@ 11
Steer Chucks, No. 2.....	9 1/2 @ 11
Cow Chucks.....	8 @ 9 1/2
Boneless Chucks.....	@ 9
Steer Plates.....	@ 8
Medium Plates.....	@ 7 1/2
Briskets, No. 1.....	@ 10
Briskets, No. 2.....	@ 9
Shoulder Clods.....	@ 12 1/2
Steer Navel Ends.....	@ 7
Cow Navel Ends.....	@ 6 1/2
Fore Shanks.....	@ 6 1/2
Hind Shanks.....	@ 5 1/2
Hanging Tenderloins.....	@ 12
Trimnings.....	@ 8 1/2

## Beef Offal.

Brains, per lb.....	4 1/2 @ 6
Hearts.....	5 @ 6 1/2
Tongues.....	@ 17
Sweetbreads.....	@ 18
Ox Tail, per lb.....	@ 8 1/2
Fresh Tripe, plain.....	4 1/2 @ 5
Fresh Tripe, H. C.....	@ 5 1/2
Livers.....	@ 6 1/2
Kidneys, each.....	@ 4

## Veal.

Heavy Carcass, Veal.....	@ 11 1/2
Light Carcass.....	@ 14
Good Carcass.....	@ 15 1/2
Good Saddles.....	@ 15 1/2
Medium Racks.....	@ 12
Good Racks.....	@ 14 1/2

## Veal Offal.

Brains, each.....	@ 6 1/2
Sweetbreads.....	@ 60
Calf Livers.....	@ 25
Heads, each.....	@ 25

## Lambs.

Good Caul.....	@ 13 1/2
Round Dressed Lambs.....	@ 15
Saddles, Caul.....	@ 15
R. D. Lamb Racks.....	@ 13
Caul Lamb Racks.....	@ 12
R. D. Lamb Saddles.....	@ 17
Lamb Fries, per lb.....	@ 20
Lamb Tongues, each.....	@ 4
Lamb Kidneys, each.....	@ 1 1/2

## Mutton.

Medium Sheep.....	@ 10
Good Sheep.....	@ 12
Medium Saddles.....	@ 12
Good Saddles.....	@ 14
Good Racks.....	@ 10
Medium Racks.....	@ 9
Mutton Legs.....	@ 14 1/2
Mutton Loins.....	@ 9
Mutton Stew.....	@ 7
Sheep Tongues, each.....	@ 2 1/2
Sheep Heads, each.....	@ 10

## Fresh Pork, Etc.

Dressed Hogs.....	13 @ 13 1/2
Pork Loins.....	@ 12
Leaf Lard.....	@ 12
Tenderloins.....	@ 24
Spare Ribs.....	@ 9
Butts.....	@ 11
Hocks.....	@ 8
Trimnings.....	@ 9
Extra Lean Trimnings.....	@ 13 1/2
Tails.....	@ 7 1/2
Smouts.....	@ 5
Pigs' Feet.....	@ 4
Pigs' Heads.....	@ 9
Blade Bones.....	@ 9
Blade Meat.....	@ 9
Cheek Meat.....	@ 8
Hog Livers, per lb.....	3 @ 3 1/2
Neck Bones.....	@ 4
Skinless Shoulders.....	@ 11 1/2
Pork Hearts.....	@ 6
Pork Kidneys, per lb.....	@ 5 1/2
Pork Tongues.....	@ 12
Slip Bones.....	@ 5
Tail Bones.....	@ 5 1/2
Brains.....	@ 3 1/2
Backfat.....	@ 10
Hams.....	@ 13 1/2

Calas.....	@ 12
Bellies.....	@ 16
Shoulders.....	@ 11 1/2

## SAUSAGE.

Columbia Cloth Bologna.....	@ 10 1/4
Bologna, large, long, round, in casings.....	@ 10 1/4
Choice Bologna.....	@ 12
Frankfurters.....	@ 13
Liver, with beef and pork.....	@ 9 1/4
Tongue.....	@ 14
Mixed Sausage.....	@ 12
Luncheon Sausage, cloth paraffine.....	@ 12 1/2
New England Sausage.....	@ 17
Prepared Luncheon Sausage.....	@ 18 1/2
Special Compressed Sausage.....	@ 13 1/2
Berliner Sausage.....	@ 13 1/2
Oxford Butts in casings.....	@ 21
Polish Sausage.....	@ 12
Garlic Sausage.....	@ 12
Country Smoked Sausage.....	@ 13 1/2
Farm Sausage.....	@ 17
Pork Sausage, bulk or link.....	@ 11 1/2
Pork Sausage, short link.....	@ 12
Boneless lean butts in casings.....	@ 25 1/4
Luncheon Roll.....	@ 14
Delicatessen Loaf.....	@ 10 1/4
Jellied Roll.....	@ 19

## Summer Sausage.

Best Summer H. C. (new).....	@ 26 1/4
German Salami.....	@ 23 1/2
Italian Salami (new goods).....	@ 29 1/2
Holsteiner.....	@ 17 1/2
Mettwurst.....	@ 15 1/2
Farmer.....	@ 20 1/2

## Sausage in Brine.

Bologna, kits.....	@ 1.45
Bologna, 1/4 @ 1/2.....	2.20 @ 8.50
Pork link, kits.....	@ 2.00
Pork links, 1/4 @ 1/2.....	2.60 @ 9.80
Polish sausage, kits.....	@ 1.95
Polish sausage, 1/4 @ 1/2.....	2.50 @ 9.25
Frankfurts, kits.....	@ 2.05
Frankfurts, 1/4 @ 1/2.....	2.70 @ 10.00
Blood sausage, kits.....	@ 1.55
Blood sausage, 1/4 @ 1/2.....	2.00 @ 7.25
Liver sausage, kits.....	@ 1.55
Liver sausage, 1/4 @ 1/2.....	2.00 @ 7.25
Head Cheese, kits.....	@ 1.55
Head Cheese, 1/4 @ 1/2.....	2.00 @ 7.25

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	\$10.00
Pickled Plain Tripe, in 200-lb. barrels.....	8.75
Pickled H. C. Tripe, in 200-lb. barrels.....	11.25
Pickled Ox Lips, in 200-lb. barrels.....	20.00
Pickled Pigs' Snouts, in 200-lb. barrels.....	15.75
Sheep Tongues, Short Cut, barrels.....	40.00

## CORNED, BOILED AND ROAST BEEF.

Per doz.	
No. 1, 2 doz. to case.....	\$2.25
No. 2, 1 or 2 doz. to case.....	4.25
No. 6, 1 doz. to case.....	14.50
No. 14, 1/2 doz. to case.....	41.50

## EXTRACT OF BEEF.

Per doz.	
2-oz. jars, 1 doz. in box.....	\$2.60
4-oz. jars, 1 doz. in box.....	5.00
5-oz. jars, 1/2 doz. in box.....	9.50
10-oz. jars, 1/2 doz. in box.....	17.75

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	@ 19.50
Plate Beef.....	@ 19.00
Prime Mess Beef.....	@ 19.00
Mess Beef.....	@ 18.00
Refined Hams (220 lbs. to bbl.).....	@ 22.00
Rump Butts.....	@ 18.00
Mess Pork, old.....	@ 23.00
Clear Fat Backs.....	@ 23.00
Family Back Pork.....	@ 18.00
Bean Pork.....	@ 18.00

## LARD.

Pure leaf, kettle rendered, per lb., tcs.....	@ 13 1/2
Pure lard.....	@ 10 1/2
Lard, substitute, tcs.....	@ 10 1/2
Lard, compound.....	@ 10 1/2
Cooking oil, per gal., in barrels.....	@ 71
Cooks' and bakers' shortening tubs.....	@ 10 1/2
Barrels, 1/4 c. over tierces, half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.....	

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi. c&g.....	15 1/4 @ 22
Cartons, rolls or prints, 1 lb.....	16 1/2 @ 23
Cartons, rolls or prints, 2 1/2 lbs.....	16 @ 22 1/2
Shortenings, 30 @ 60 lb. tubs.....	12 1/2 @ 15 1/4

## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.....	@ 13 1/2
Clear Bellies, 18 @ 20 avg.....	@ 13 1/2
Rib Bellies, 20 @ 25 avg.....	@ 13 1/2
Fat Backs, 10 @ 12 avg.....	@ 9 1/2
Fat Backs, 12 @ 14 avg.....	@ 10
Fat Backs, 14 @ 16 avg.....	@ 11
Extra Short Clears.....	@ 12 1/2
Extra Short Ribs.....	@ 11 1/2
D. S. Loin Backs, 20 @ 25 avg.....	@ 12 1/2
Butts.....	@ 8 1/4
Bacon meats, 1 1/4 c. more.....	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.....	@ 18 1/2
Hams, 16 lbs., avg.....	@ 18
Skinned Hams.....	@ 18
Calas, 4 @ 6 lbs., avg.....	@ 13
Calas, 6 @ 12 lbs., avg.....	@ 12 1/2
New York Shoulders, 8 @ 12 lbs., avg.....	@ 14 1/2
Breakfast Bacon, fancy.....	@ 28
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.....	@ 17

Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.....	@ 17 1/4
Rib Bacon, wide, 8 @ 12, 4 @ 6 avg.....	@ 14
Dried Beef Sets.....	@ 23 1/4
Dried Beef Insides.....	@ 26
Dried Beef Knuckles.....	@ 23 1/4
Dried Beef Outsides.....	@ 21
Regular Boiled Hams.....	@ 24 1/4
Smoked Boiled Hams.....	@ 25 1/4
Boiled Calas.....	@ 18 1/4
Cooked Loin Rolls.....	@ 29
Cooked Rolled Shoulder.....	@ 18 1/4

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Beef rounds, per set.....	@ 16
Beef export rounds.....	@ 30
Beef middles, per set.....	@ 55
Beef bungs, per piece.....	@ 17
Beef wcasands.....	@ 8
Beef bladders, medium.....	@ 40
Beef bladders, small, per doz.....	@ 70
Hog casings, free of salt.....	@ 45
Hog middles, per set.....	@ 10
Hog bungs, export.....	@ 13
Hog bungs, large, mediums.....	@ 7 1/2
Hog bungs, prime.....	@ 6
Hog bungs, narrow.....	@ 6
Imported wide sheep casings.....	@ 90
Imported medium wide sheep casings.....	@ 80
Imported medium sheep casings.....	@ 60
Hog stomachs, per piece.....	@ 4

## FERTILIZERS.

Dried blood, per unit.....	3.10 @ 3.15
Hoof meal, per unit.....	2.90 @ 2.95
Concentrated tankage, ground.....	2.90 @ 3.00
Ground tankage, 12%.....	3.00 @ 3.10
Ground tankage, 11%.....	3.00 @ 3.10
Ground tankage, 9 and 20%.....	2.85 @ 2.95
Crushed tankage, 9 and 20%.....	2.60 @ 2.70
Ground tankage, 6 1/2 and 30%.....	@ 22.00
Ground raw bone, per ton.....	25.50 @ 26.00
Ground steam bone, per ton.....	22.00 @ 23.00

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs. aver.....	150.00 @ 175.00
Horns, black, per ton.....	30.00 @ 32.00
Horns, striped, per ton.....	35.00 @ 35.00
Horns, white, per ton.....	45.00 @ 50.00
Flat shin bones, 40 lbs. av. per ton.....	65.00 @ 70.00
Round shin bones, 38-40 lbs. av. per ton.....	60.00 @ 65.00
Round shin bones, 50-52 lbs. av. per ton.....	75.00 @ 80.00
Long thigh bones, 90-95 lbs. av. per ton.....	90.00 @ 100.00
Skulls, jaws and knuckles, per ton.....	28.00 @ 28.50

## LARD.

Prime steam, cash.....	@ 9.15
Prime steam, loose.....	@ 8.97
Leaf.....	@ 10 1/4
Compound.....	@ 9 1/4
Neutral lard.....	12 1/2 @ 12 1/4

## STEARINES.

Prime oleo.....	10 1/4 @ 10 1/4
Tallow.....	@ 9 1/4
Grease, yellow.....	7 1/2 @ 7 1/2
Grease, A white.....	8 1/2 @ 8 1/2

## OILS.

Oleo oil, extra.....	12 1/2 @ 13
Oleo oil, No. 2.....	12 @ 12 1/2
Oleo stock.....	10 @ 11
Neatsfoot oil, pure, bbls.....	65 @ 70
Acidless tallow oils, bbls.....	62 @ 64
Corn oil, loose.....	@ 6.99

## TALLOW.

Edible.....	@ 9 1/2
Prime city.....	8 1/4 @ 9
Prime country.....	8 1/4 @ 8 1/2
Packers' prime.....	8 1/4 @ 9
Packers' No. 1.....	8 @ 8 1/4
Packers' No. 2.....	6 1/2 @ 7

## GREASES.

White, choice.....	8 @ 8 1/4
White, "A".....	7 1/2 @ 7 1/2
White, "B".....	7 1/2 @ 7 1/2
Bone.....	7 1/2 @ 7 1/2
Crackling.....	7 1/2 @ 7 1/2
House.....	6 1/2 @ 6 1/2
Yellow.....	6 @ 6 1/4
Brown.....	6 @ 6 1/4
Glue Stock.....	6 1/4 @ 6 1/4
Garbage grease.....	@ 5 1/2
Glycerine, C. P.....	@ 59
Glycerine, dynamite.....	57 @ 58
Glycerine, crude soap.....	57 @ 40
Glycerine, candle.....	39 @ 41

## COTTONSEED OILS.

P. S. Y., loose.....	60 1/4 @ 61
P. S. Y., soap grade.....	@ 60
Soap stock, bbls., concen., 62 @ 65% f. a.....	3 1/2 @ 3 1/4
Soap stock, loose, reg., 50% r. f. a.....	1.90 @ 2.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	@ 80
Oak pork barrels, black iron hoops.....	85 @ 87 1/2
Ash pork barrels, galv. iron hoops.....	1.00 @ 1.05
Red oak lard tierces.....	1.10 @ 1.15
White oak lard tierces.....	1.25 @ 1.30
White oak ham curing tierces, galv. iron hoops.....	1.55 @ 1.60

Prices f. o. b. Chicago.

## CURING MATERIALS.

Refined saltpetre.....	18 @ 19
Boric acid, crystal to powdered.....	10 @ 11
Borax.....	5 1/4 @ 6
Sugar.....	
White, clarified.....	@ 5 1/4
Plantation, granulated.....	@ 6 1/4
Yellow, clarified.....	@ 5 1/4
Salt.....	
Ashton, in bags, 224 lbs.....	\$2.25
Ashton, car lots.....	2.00
English packing, in bags, 224 lbs.....	1.45
English packing, car lots.....	1.25
Michigan, granulated, car lots, per ton.....	3.25
Michigan, medium, car lots, per ton.....	3.75
Casag salt, bbls., 280 lbs., 2x @ 3x.....	1.40

# Retail Section

## WHAT THE SALESMAN MUST DO TO SUCCEED

### Some Important Suggestions in the Art of Salesmanship

By Frank Farrington, Author of "Selling Suggestions," "Store Management," Etc.

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(Continued from last week.)

#### Must Be Familiar With Goods.

I don't believe a man can really do the best kind of work in selling goods with the uses of which he is not entirely familiar. If you do not know the utility of every item you have occasion to sell you will fall somewhat short, being able to show the greatest worth of the goods. You cannot point out to customers points of which you yourself are ignorant. The more knowledge you have of an article, the more experience you have had with it, the better you can sell it.

A man cannot have practical experience in all the lines he is selling perhaps, but he can take advantage of every opportunity to gain experience, and where he fails to get experience he can get knowledge. Nothing will be of greater help right here than the trade papers.

I know there are some salesmen who have no faith in "This suggestion talk," as they call it. They do not believe that a customer is influenced unconsciously by the action or by the indirect expressions of another person. The actual importance of suggestion however can easily be demonstrated. Step into the waiting room of a small railway station where a number of people are waiting for a train soon to arrive. Sit down and wait five minutes, then get up, look at your watch, button up your coat, pick up your bag and start for the train. If none of your fellow travelers pay any attention, then there is nothing in suggestion. As a matter of fact, however, half of them will probably follow you and the rest will want to. We cannot help being influenced by suggestion.

Every salesman uses suggestion to some extent. If a customer shows a tendency to buy a cheaper article than we think he should buy, don't we damn that cheaper article with faint praise, saying that it "is all right for the money," and when we say that aren't we saying, suggesting in a roundabout way that it is not very good? Just as we are already accomplishing certain ends by means that are suggestive though we may not have realized it, so we can accomplish more by the development of our suggestion tactics.

#### The Influence of Suggestion.

Suggestion should begin with the entrance of the customer. That is, instead of waiting for the opportunity to develop in the course of conversation about the goods, opportunity should be made for the suggestions to take effect. One of the first things that may be suggested is the advantage of buying the best grade of goods that can be afforded.

If the customer is thus made unconsciously to elevate quality and to subordinate price

before having made any statement about how much he expects to pay, there will be one less influence set against you at the outset. Every salesman knows how a customer will stick to a price limit once set, not so much because of the actual inability to pay more as because he has set his stakes and does not want to back down.

A suggestion in the way of courtesy to a customer will often soften a long wait or help a tired feeling. If you are busy and there is no one to wait on a customer, the indicating of a comfortable seat and perhaps the offer of some advertising literature after discovering the customer's want, will make the wait even a desirable thing for your sale.

You can suggest to a customer things you would not say outright. You sometimes know better than the customer what he wants or needs. You cannot intimate that or let him see that you think it. Instead you must suggest the points you appreciate and that he fails to appreciate. You need to search the customer's mind from first to last and make tactful and careful use of what you find there.

In order to avoid making suggestions that will have an adverse effect, it is necessary to read the customer. If you are going to know more than the customer about what he ought to buy, you will have to study below the surface of his mind.

Some customers want the thing everybody is buying. They want to be "in the swim," though they may not want to say anything to convey that impression. Other customers may reason in an opposite way and want something different from the general run. It is science which will enable you to determine to which customer you should say "Everybody is buying these," and to which you should say, "These are exclusive patterns."

Some customers, you will find, like to have you take them in hand and tell them the whole story, because they are perfectly frank in their admission that they don't know anything about the goods. Other customers want you to think them very wise. Probably the wise man knows considerably less than he would have you think. Probably the ignoramus is not the fool he appears.

You must avoid suggesting to any untried customer that he is either more or less informed than he appears. Take the man as he seems to wish to be taken and govern yourself accordingly.

#### The Suggestion of Service.

Of all the things you can suggest by direct or indirect word or action, the greatest is probably service. Whenever you are able to cause a customer to think your store is

accommodating, or that you are a willing and a painstaking salesman, anxious to please and to see that the purchase made is the one that will result to the greatest advantage, you are suggesting something that has a great value. The public appreciates service. It gets none too much of it even at the best stores. Too many people are afraid to step in and look at goods because they doubt the dealer's willingness to supply attentive and polite service to anyone who is not ready to buy.

Salesmanship may be as simple as A B C and as easily learned. If you follow that kind of salesmanship, you will get that kind of results and you will work for a salary in proportion. On the other hand, you may recognize the fact that there is more to selling, a greater depth to salesmanship, a science that is beyond the A B C stage, just as there are studies in language far beyond the learning of the alphabet.

If you want to go on to the top you will set about learning the higher grade of salesmanship, instead of stopping satisfied with having mastered its A B C.

#### GERMANY LIMITS MEAT SALES.

Since November 1 the sale of meats and meat products in Germany has been forbidden by government decree on two days of the week. On Tuesdays and Fridays no meats or meat products can be sold to consumers, and on Mondays and Thursdays no meat, poultry, game, fish or fats can be served in any hotel or restaurant. On Saturdays also pork is forbidden. Sandwiches may be sold, however.

This imperial decree was made for the purpose of limiting meat consumption because of the war. The government denies that there is a meat scarcity, and calls the decree only a precautionary measure. Information coming from private sources indicates a somewhat different condition, and general public dissatisfaction over food conditions.

Cable advices this week from Berlin state that from every part of Germany come in increasing number complaints of the ever mounting cost of living—especially of eating—and coupled with them, and more frequently, the charge that the middleman is to blame and that speculation, not shortage of food, is responsible for jacking up prices to an unprecedented height.

Scarcely a day goes by that the food question is not aired in at least one of the newspapers. The middleman refutes the charge that he is at fault quite as regularly as it is made, with the result that the more earnestly the true explanation is sought, the more muddled becomes the whole subject.

The decree of the Federal Council with regard to the consumption of meat and fat in Germany is as follows:

1. On Tuesdays and Fridays, meat, meat wares and edibles consisting partly or wholly of meat must not be professionally disposed of to consumers.

This does not apply to the direct supply of the army and navy.

2. In restaurants, saloons or lunch rooms,



as well as in club rooms and refreshment stations of any kind there must not be sold:

(1) On Mondays and Thursdays, meat, game, poultry, fish and other edibles fried, baked or broiled with fat or lard.

(2) On Saturdays, pork.

It is permissible to sell the meat and edibles mentioned in paragraphs 1 and 2 in the form of sandwiches.

3. The following are to be regarded as meat in the sense of this order: Beef, pork, lamb, mutton and veal, as well as poultry and game of all kinds.

Meat wares are canned meats, sausage of all kinds and bacon.

Fats are butter, butter substitutes, oil, artificial fats of all kinds, beef and pork fats and mutton tallow.

4. Police officials and expert investigators named by the police are authorized to enter at any time the business premises of all persons affected by this order, particularly the rooms in which meats, meat wares and fat are stored, prepared, exhibited or sold. They are authorized to conduct a search, to inspect the business records and to confiscate by their own choice samples for investigation purposes, receipts for these samples to be issued by them.

The proprietors as well as their managers and supervisors are obliged to give the visiting police officials or experts information as to the procedure in the preparation of their products, about the origin, nature and extent of their supplies and sales.

5. The inspectors and experts are obliged, except for official reports and special reports of offenders, to observe silence as to the establishments and business conditions of which they take cognizance in the course of their investigations and to refrain from discussion or exploitation of the business and establishment secrets that come to their knowledge.

They will be sworn in to this effect.

6. Proprietors must post copies of this order in their stores and places of business.

7. A fine not exceeding 1,500 marks (\$375) or a prison term not exceeding three months will be imposed upon:

(1) Offenders against Nos. 1 and 2.

(2) Those who in violation of No. 5 do not observe silence or do not refrain from discussion of business and establishment secrets.

(3) Those who fail to display copies of this order as set forth in No. 6.

(4) Those who violate the regulations set forth in No. 10.

With regard to No. 2 prosecution will be undertaken only upon recommendation by the proprietor.

8. Local authorities have the power to close establishments whose proprietors or managers prove unreliable in the execution of the duties which are imposed upon them by this order or by the executive functions necessitated by it. This applies not only to public places but also to stores where meats, meat wares or edibles consisting partly or wholly of meat are sold.

Appeals from police action are permissible. Such appeals are passed upon by the higher administrative authorities, the decisions to be final. Appeals do not cause delay of action against the appellants.

9. The stipulations of this order apply also to consumers' associations.

10. The Federal authorities determine upon the measures for the execution and enforcement of this order. They will decide what are to be regarded as the proper local authorities or as the higher administrative authorities in the sense of this order.

The Federal authorities or the authorities designated by them are authorized to substitute other days for those designated by paragraphs 1 and 2 and to decide upon exceptions from the stipulations set forth in paragraphs 1 to 3.

11. This order becomes effective on November 1, 1915.

Are you in need of a competent employee in some branch of your business? You can get him by using the "Wanted" column on page 48.

#### LOCAL AND PERSONAL.

The C. E. Hawk meat market at Salem, Ohio, was purchased by Joseph Bowman.

Lodewyk & Company will open a meat market at 621 North Mitchell street, Cadillac, Mich.

Sanford W. Walker, a pioneer wholesale meat dealer of Rochester, N. Y., died at his home, 193 Caledonia avenue, from pneumonia. He was 61 years of age and is survived by his widow and three brothers.

A meat market has been opened on the corner of Wallis avenue and Haywood street, Farrell, Pa., by Peter Grande. The Grande Brothers meat market on Spearman avenue will now be managed by Joseph Grande.

Arthur F. Tabel has reopened the meat market in the Specia Block, Collinsville, Conn. Herman Belken, who also conducts a meat market in Collinsville, has gone into partnership with Mr. Tabel.

Ezra Lutz, of Broomall, has purchased a meat and provision store in Darby, Pa.

J. L. Besaw is now being assisted in his meat market at Chester, Mass., by A. F. Converse.

F. D. Oakley's meat market at Copake Falls, N. Y., has been purchased by Howard Stickle.

The Wells meat market at Orofino, Idaho, has been purchased by Horace Noble.

The New Albany meat market, New Albany, Miss., has been destroyed by fire.

Nathan C. Tyson, 82 years old, who for many years conducted a meat business in the Ninth and Girard avenue market, died at his home 4449 North Twentieth street, Philadelphia, Pa., from paralysis.

W. J. Wood has moved his meat market from the Grange Building on Merchants Row to the Cobb Block on Main street, Middlebury, Vt.

George A. Englehardt, a butcher, died at his home in Richville, Mich., from heart disease. He was fifty-five years of age and is survived by his father, one son and a daughter.

W. N. Sutton has opened a meat market at 209 West Broadway, Princeton, Ind.

R. W. Hawthorne, of Millsboro, Pa., has purchased the Central Meat Market in South Brownsville, Pa., from Max G. Krause.

A new meat market will be opened on Pulaski street, Lincoln, Ill., by Leroy Drew of Chicago.

A meat market has been opened near the Marshall Mine, Ogdensburg, N. J., by Paul Toth.

A new meat market has been opened in Wypitlock, Maine, by I. E. Hamilton.

Fire damaged the meat market of Mr. Dieffenbach at O'Fallon, Ill.

Louis Jung, a retail meat dealer, died at his home, 868 Massachusetts avenue, Indianapolis, Ind., at the age of sixty-six. Mr. Jung was born in Germany and is survived by his widow and five children.

A meat market has been opened in connection with the general store of E. Badeau & Son at Stroh, Ind.

The meat market in Marlow, N. H., has been leased by Berton C. Howard.

The Palace Meat Market, Alliance, Neb., is about to add a grocery department.

D. C. Anderson has added a stock of meats to his grocery business in Albion, Ia.

R. J. Montgomery has sold out his meat business in Claghorn, Ia., to Otto Scheider.

A. M. Lavelle has purchased the Begnoche meat market, Clyde, Kan.

Thomas Newton has sold out his stock of meats in Saxonsburg, Kan.

John Hefner has sold out the City Meat Market, Overbrook, Kan., to Simon & Radcliffe.

Derry & Dix have engaged in the meat and grocery business at El Reno, Okla.

Fightmaster & Barrington are to open a meat market in the Shoemaker grocery store, Caney, Kan.

John Falk is about to engage in the meat and grocery business at Beattie, Kan.

Fred Deal is preparing to open a meat market in Satanta, Kan.

H. E. Lean has opened a meat market in his grocery store at Calumet, Mich., and placed it under the management of Frank Plautz.

Lansing & Co. have purchased the meat business of Nicholas J. Bushouse, 1309 Southwest street, Kalamazoo, Mich.

Anthony Nowak has closed out his stock of meats in Petoskey, Mich., and moved to Grand Rapids.

Fred Bowers has engaged in the meat business at Coleman, Mich.

J. E. Martin & Son have succeeded E. M. Martin in the meat and grocery business at Petoskey, Mich.

B. E. Hines, formerly of Traverse City, has purchased the meat and grocery business of L. Banaszak, at Grand Rapids, Mich.

Frye & Co. have engaged in the meat business in Hoquiam, Wash.

Nickel Bros. are about to move their meat business to the Ferguson building, Kamiah, Ida.

Fred Heller has sold his interest in the Montana Meat Market, Eureka, Mont., to Mace Mahar, and the new firm is Sinclair & Mahar.

Fred Berger is reported about to engage in the meat business at Eureka, Mont.

G. W. Sapp has purchased the Dalton Meat Market, Dalton, Neb., from M. C. Bomberg.

C. H. Parker has purchased the Arenholt meat business, Filley, Neb.

Thomas Radcliffe has engaged in the meat business at Arnold, Neb.

J. L. Lundberg has sold out his meat business in Concord, Neb.

M. A. Barrall has engaged in the meat business at Butte, Neb.

Hertz Bros. now occupy a whole three-story building on Broadway, Milton, Pa.

A meat and provision market has been opened in the Besse Building, Orleans, Mass., by E. Leon Chase.

Moritz Weider, a retired meat dealer, died at his home, 134 Woodland street, Hartford, Conn., after a long illness. Mr. Weider was born in Austria in 1844, and came to America when 18 years of age.

Fire damaged the bologna shop in the basement of a house owned by Mary Wisk, at the corner of Broad and Washington streets, New Britain, Conn.

A meat market will be opened at Hydro, Okla., by Henry Zahn, of Dallas, Texas.

A half interest in the Pioneer Meat Market, Reno, Kan., has been purchased by Lloyd Ewing.

The meat market in Nashville, Kansas, is again in charge of C. M. Townsend.

The meat market at Morgan, Texas, conducted by Hadaway & Yates, has been destroyed by fire.

A meat market in Sylvan Grove, Kan., has been purchased by A. H. Hunter, of Salina.

J. F. Henderson has purchased the City Meat Market, Severy, Kansas, from G. H. Roberts.

I. N. Carver has taken charge of the G. H. Compton stock of meats and groceries in Oakley, Kansas.

A new meat market to be known as the Lily White, has been opened at McLouth, Kansas.

E. A. Mills, of Blakley, Ga., has purchased the meat market in Jennings, Okla., formerly conducted by J. E. Jones.

A meat market has been opened in the Eldridge Building, Williams street, Westville, Okla., by L. A. Carrington.

The New City Market, on Washington street, near Thirtieth street, Oakland, Cal., has been opened to the public, with W. J. Cox as manager.

A meat market has been opened on the corner of Water and Sullivan streets, Eastport, Maine, by George Renouff.

A meat market has been opened in the Montgomery Building, Main street, Springfield, Ore., by C. O. DeVere, of Creswell.

James Virtue has opened a new meat market at Concord, Vt.

George A. Croudis, aged 54, a well known provision dealer, died at his home, 79 Governors avenue, Medford, Mass. Mr. Croudis was born in New Brunswick and is survived by his widow and one sister.

A new and modern butcher shop has been opened at 18 Campbell avenue East, Roanoke, Va., by R. Scholz & Company.

# New York Section

A. E. Bump, of Swift & Company's construction department at Boston, was in New York during the week.

J. I. Russell, head of the S. & S. branch house department at Chicago, was a visitor to New York during the week.

D. F. O'Brien, of Morris & Company's ammonia department at Chicago, was inspecting his New York connections this week.

General Manager George J. Edwards, of Swift & Company's New York district, was taking a few days' rest and golfing recreation during the week.

Swift & Company's sales of beef in New York City for the week ending November 27, 1915, averaged as follows: domestic beef, 10.79 cents per pound.

Butchers' shop fat went up a quarter of a cent this week, and suet is also quoted higher. Collectors paid 3¼c. for ordinary shop fat and 5¼c. for fresh heavy suet.

The Allied Food Merchants' Association will hold a meeting at 342 Amsterdam avenue on Wednesday evening, December 8, at which Comptroller Prendergast will be the speaker. Free public markets will be the absorbing topic.

The United Master Butchers of America have formed another branch in Greater New York, known as the Harlem branch. The first officers are: Philip Doehmer, president; D. Werdenschlag, vice-president; J. Warrinson, secretary; L. Eschelbacher, treasurer.

The annual entertainment and ball of the United Dressed Beef Company Mutual Aid Society takes place on Friday evening, December 10, at Terrace Garden. Arrangements have been completed for what Chairman Edward Schmidlein promises will be the biggest event yet pulled off.

The city authorities made their annual raid on violators of the weights and measures regulations last week, during the Thanksgiving rush. They found several butchers violating the weights laws and the newspapers gave due prominence to the fact. Long-headed members of the trade wonder when these foolish fellow-butchers will learn that falsifying weights is a poor way to make money.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Saturday, November 27, 1915, by the New York City Department of Health: Meat.—Manhattan, 10,656 lbs.; Brooklyn, 16,318 lbs.; The Bronx, 323 lbs.; Queens, 76 lbs.; total 27,373 lbs. Fish.—Manhattan, 8,890 lbs.; Brooklyn, 2,278 lbs.; The Bronx, 1,078 lbs.; Queens, 70 lbs.; Richmond, 24 lbs.; total, 12,340 lbs. Poultry and game.—Manhattan, 6,525 lbs.; Brooklyn, 1,225 lbs.; total, 7,750 lbs.

An interesting event was the celebration recently of the fiftieth anniversary of the wedding of Mr. and Mrs. Simon Ach, the parents of David M. Ach, the well-known architect of No. 1 Madison avenue. The trade was well represented and the unanimous verdict was that this fifty years of marriage seemed extraordinary because of the youthful appearance of the bride in particular, who occasionally poses as the big sister of her children, who are married and have families of their own. It is hard to believe that the second generation are not joking when they say "Grandma."

The staff heads and employees of Swift & Company's offices and plant at Jersey City held their second annual "Welfare Dinner" at the Woman's Club in Jersey City last Saturday night. About 125 were present, including the ladies. Manager W. Alfred Johns was toastmaster, and distinguished himself even more than usual. In fact, he made a hit which imperils the hold of the perennial Swift toastmaster on his job. Other speakers were Hon. Thomas F. Martin, Secretary of State of New Jersey; Dr. Arthur F. J. Remy, of Columbia University, and Dr. Travis, of Montclair. There was an enjoyable entertainment programme and dancing followed the dinner. It was a great night.

## OCTOBER OLEOMARGARINE OUTPUT.

Official government reports of the output of oleomargarine for the month of October, as shown by revenue stamp sales, indicate that the production for that month was 253,998 pounds colored and 11,518,496 pounds uncolored, or a total of 11,772,494 pounds. This was about one million pounds less than last month, and also a million pounds less than the same month last year, showing the effect of the flooding of the market with cheap butter. Official government figures, based on stamp sales, showing oleomargarine production in the United States for the past twenty-one months are as follows:

	Pounds.
January, 1914.....	14,840,359
February .....	13,182,040
March .....	12,310,554
April .....	9,834,604
May .....	8,482,377
June .....	8,090,333
July .....	8,141,559
August .....	9,221,302
September .....	13,280,489
October .....	12,882,916
November .....	13,689,911
December .....	15,084,043
January, 1915 .....	13,100,819
February .....	12,325,326
March .....	13,369,314
April .....	11,649,928
May .....	11,512,569
June .....	9,748,931
July .....	9,542,814
August .....	9,616,134
September .....	12,804,695
October .....	11,772,494

## NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO NOVEMBER 29, 1915.

	Beeves.	Calves.	Sheep and lambs.	Hogs.
New York .....	2,583	2,841	4,515	7,571
Jersey City .....	5,070	2,713	17,084	35,720
Central Union .....	2,451	554	7,433	186
Totals .....	10,106	6,108	29,032	43,477
Totals last week .....	8,440	7,955	33,723	43,150

## HIDE AND SKIN MARKETS.

(Continued from page 30.)

time past. Butt brands generally held at 22½c., although there is not much doubt but that they could be purchased at 22c., in fact some buyers feel quite sure 21½c. would be considered by some packers. This selection still continues in a peculiar position in that sole leather tanners cannot use butt brands at much over 20@20½c. as compared with Colorados which are offered at 19c., and heavy Texas not any too strong at 21c. On the other hand, the packers seem to think butt brands at 22c. are dirt cheap compared with native steers at 25½@26c., although it is noted that harness and belting tanners are not offering even 21½c. for butt brands, as being cheaper than native steers at 25½c. Heavy Texas freely offered at 21c. Some packers have stock running back into August, which they would sell on this basis. Tanners holding out of the market and seem to think 20@21c. might interest them. About 10,000 extreme light Texas sold at 21½c. for Northern points and 21¼c. for Southern points. Colorados held 19¼c. for some, and 20c. by other packers. Tanners' views are nearer 19½c., although so far as can be learned, no standing offers are in the market. Heavy native cows still closely sold up, and so far the slaughter is not showing any increase, consequently packers are as firm as ever in their views of 24¼c., but tanners seem to feel this price will probably be shaded ½c. before very long, consequently are not trying to purchase future salting. Light native cows have been in good demand, especially from Canadian tanners generally understood going into russet, saddle and bridle leathers, as well as light harness, as domestic tanners have operated in a very limited way on this selection. Branded cows moved to the extent of 30,000 on a basis of 21¼c. for mixed Northerns and Southern, and 21¾c. for straight Southern, being October-November slaughter in both instances. This is ¼c. decline from the previous trading, which was at 21¾c. and 22c. for early and late October, indicating an easier situation, when it is taken into consideration that the October at 22c. and 21¾c. were flat for grubs, as compared with November on grub selection at ¼c. less. Bulls are unchanged. Quoted at 21c. for natives and 16½@17c. for branded.

## Boston.

The Boston domestic hide market is steady and quiet. Notwithstanding the fact that tanners are disposing of fairly good sized lots of leather they do not seem interested in the domestic hide market. Ohio buffs are quoted at 19½@20c. Offerings and sales are made at both prices, although during the past few days trading has been practically at a standstill. Choice lots of Ohio extremes are held up to 21c., and from this price they range down to 20¼c. for first quality hides. Southern are firmly held, but offerings in this market are very light. The Western tanners seem more willing to take up the Southern hides. Some Northern southern free of ticks sold at 19¼c. at an outside point. This is for a choice lot. A car of far Southern, 25/60's, a mixed lot, was offered at 18c., but buyers' views were not better than 17c. Calfskins are in light supply, and are offered at a range of 19@20c., according to section.

The calfskin market shows further advances; 4 to 5-lb. skins are held firmly at \$1.30@1.35; 5 to 7, \$1.75@1.80; 7 to 9, \$2.50@2.60; 9 to 12, \$2.80@2.90. The competition at country points is so keen that prices have been driven up. There are very few skins in the country. Tanners will take almost any offerings which dealers will make. Because of the small supply of skins coming into the hands of dealers there is little action until





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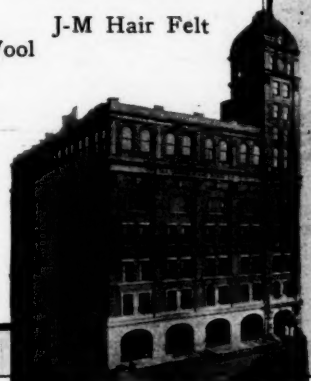
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they have accumulated at least a car, and then these are easily disposed of.

#### New York.

**PACKER HIDES.**—The hide market this week has been inactive and dull. Packers did not look for much business last week on account of the holiday. The tendency of the market is a trifle weaker, with few inquiries. Packers are bent on asking the same prices that were realized on previous sales, but tanners still consider this market weaker, and will not talk hides until concessions are made. Last sales here were as follows: Spread native steers sold at 27@27½c., native steers at 25c., and spread butts at 22½c.

**CALFSKINS.**—Calfskins are strong and are steadily advancing. Stocks are meager and offerings are light. Tanners are looking for heavy weights, as they can be used for colored leather. Foreign skins have about ceased, and therefore a good demand prevails. New York cities are quoted as follows: 5 to 7 lbs. at \$2.05@2.10; 7 to 9 lbs. at \$2.60@2.65; 9 to 12 lbs. at \$3.05@3.10.

**COUNTRY HIDES.**—The country hide market remained rather quiet, with prices practically the same as last week. The volume of stock moving is small, as tanners' ideas here are not over 18½c. for buffs and 20c. for extremes. Indiana and Middle West buffs were reported refused in this market at 18½c., selected. One local dealer claims he bought two cars good Western buffs at 18½c., selected, and was offered more at this price. Horsehides are steady to strong and are quoted at \$5.25@5.75 for Eastern cities.

**COUNTRY CALFSKINS.**—There is a scarcity of all weights of country calfskins. The market is steadily advancing, owing largely to the small receipts. Sellers are holding available stocks as follows: 5 to 7 lbs. at \$1.75@1.80; 7 to 9 lbs. at \$2.35@2.40; 9 to 12 lbs. at \$2.75@2.80.

**DRY HIDES.**—Imported dry hides strong. Market continues to keep active and a good amount of business transacted. Buyers show more interest and importers managed to get

their asking prices that were considered too high for business a few weeks ago. In round figures it is estimated that about 90,000 hides were cleaned up in this market last week. The dry hide stock on hand now is reported to be about 250,000. Some 22,000 Puerto Cabellos moved at 30 cents and 65,000 Central Americans at 29 cents. The stocks of Central Americans are fairly well cleaned up, and reports are that there are only 25,000 on hand unsold. About 11,134 dry and W. S. River Plates imported for tanners' account against 58,658 the previous week. Bogotas are nominally quoted at 30@31c., Orinocos at 30½c., Puerto Cabellos at 30c., Central Americans at 29c. The frigorifico market is reported strong with stocks pretty well sold up to the middle of November. Stocks on hand unsold last week only figured about 60,000. Sales of 5,000 La Blanca steers and 1,000 cows were reported here at 23½c., and 4,000 Armour steers at 23c., both November take-off.

#### OMAHA LIVESTOCK MARKET.

(Continued from page 31.)

around \$7.50@8.50 and the common to fair warmed-up and short-fed grades anywhere from \$6.25 to \$7.25 and on down. The Western range beefs are still selling freely at steady figures from \$5.50 to \$8, the fair to good kinds largely at a spread of \$6.50@7.25. Cows and heifers have also been working toward a lower basis and common to choice grades sell at a range of \$3.50@6.75, the fair to good butcher grades mostly around \$4.75@5.75. Veal calves are quotably steady at \$6.50@9.50 and bulls, stags, etc., unchanged at \$4@6.50.

The long-heralded big winter run of hogs has not yet started marketward, and this month's receipts, 103,000 head, were 52,000 short of a year ago and the smallest November run since 1907. Still the undertone to the market is very bearish and both local packers and shipping buyers are working to hold prices to recent low levels. All classes

of buyers show a preference for the good butcher grades and pay a premium for them, although the range of prices continues rather narrow. With 9,000 hogs here today (the heaviest single day's run in three months) the market was steady to a nickel lower. Tops brought \$6.55 as against \$6.40 last Tuesday, and the bulk of the trading was around \$6.35@6.45 as against \$6.25@6.30 a week ago.

Sheep and lambs are coming to market freely, the bulk of the receipts being more or less corn-fed. There were 46,500 here last week, and November receipts, 273,000 head, were 40,000 heavier than a year ago. The market has been very erratic but this week a good share of the recent decline has been recovered and there is a strong, healthy undertone to the trade. Competition from the feeder buyers has dropped off sharply of late, but both packers and outside butchers are free buyers at the stronger prices. Fat lambs sold today at \$8.25@8.75, yearlings \$6@7, wethers \$5@6, and ewes \$4.75@5.75.

#### CHICAGO LIVESTOCK MARKET.

(Continued from page 31.)

the moderate advance that has taken place since the close of last week, ewes in many cases selling close to the six-cent notch. It will be remembered that predictions in this column during the past several weeks have suggested that the gap between sheep and lamb prices would narrow and that sheep would occupy a stronger position at advanced prices, and no doubt within a very short time a substantial farther advance will be recorded in this branch of the trade. We quote: Good to choice lambs, \$8.85@9.10; poor to medium, \$8.25@8.50; culls, \$7@7.50; good to choice light yearlings, \$7.50@7.75; medium-fleshed and heavy yearlings, \$7@7.40; fat wethers, \$6.40@6.60; good to choice ewes, \$5.75@5.90; poor to medium, \$5.25@5.50; culls, \$3.50@4.50; rams, \$4.50@4.75; goats, fair to best, \$4@4.50; kids, \$6.50@7.50.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	7.35@ 9.00
Poor to fair native steers.....	5.50@ 7.25
Oxen and stage.....	3.75@ 7.75
Bulls.....	4.00@ 6.75
Cows.....	2.75@ 6.15
Good to choice steers one year ago.....	8.15@ 10.00

## LIVE CALVES.

Live calves, com. to prime, per 100 lbs.....	8.00@ 12.00
Live calves, yearlings.....	4.00@ 4.50
Live calves, grassers, per 100 lbs.....	5.00@ 5.75
Live culs, per 100 lbs.....	6.00@ 7.50

## LIVE SHEEP AND LAMBS.

Live lambs, good to prime.....	9.10@ 9.50
Live lambs, culs.....	6.00@ 7.00
Live sheep, culs.....	3.00@ 3.50
Live sheep, fair to prime.....	4.75@ 5.75

## LIVE HOGS.

Hogs, heavy.....	@ 7.15
Hogs, medium.....	@ 6.90
Hogs, 140 lbs.....	@ 6.90
Pigs.....	@ 6.65
Roughs.....	@ 6.00

## DRESSED BEEF.

Choice native heavy.....	14½@ 15
Choice native light.....	14½@ 15
Native, common to fair.....	12 @ 13½

## WESTERN DRESSED BEEF.

Choice native heavy.....	@ 13½
Choice native light.....	@ 13
Native, common to fair.....	@ 12½
Choice Western, heavy.....	@ 11
Choice Western, light.....	@ 10½
Common to fair Texas.....	@ 9½
Good to choice heifers.....	@ 13
Common to fair heifers.....	@ 10
Choice cows.....	@ 9½
Common to fair cows.....	@ 9
Fleshy Bologna bulls.....	8 @ 8½

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	16 @ 17	@ 19
No. 2 ribs.....	@ 14	@ 17
No. 3 ribs.....	10 @ 10½	@ 14
No. 1 loins.....	16 @ 17	@ 20
No. 2 loins.....	@ 14	@ 18
No. 3 loins.....	10 @ 10½	@ 15
No. 1 binds and ribs.....	@ 15	16 @ 17
No. 2 binds and ribs.....	@ 13	13 @ 15½
No. 3 binds and ribs.....	@ 12	11½ @ 12½
No. 1 rounds.....	@ 11	@ 13
No. 2 rounds.....	@ 10	@ 12
No. 3 rounds.....	@ 9	@ 11½
No. 1 chucks.....	@ 11	@ 12½
No. 2 chucks.....	@ 10	@ 12
No. 3 chucks.....	@ 9	@ 11

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@ 18
Veals, country dressed, per lb.....	@ 16½
Western calves, choice.....	@ 16
Western calves, fair to good.....	@ 14
Grassers and buttermilks.....	@ 10

## DRESSED HOGS.

Hogs, heavy.....	@ 9½
Hogs, 180 lbs.....	@ 9½
Hogs, 160 lbs.....	@ 9
Hogs, 140 lbs.....	@ 10
Pigs.....	@ 10½

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	@ 16
Lambs, choice.....	@ 15
Lambs, good.....	@ 14
Lambs, medium to good.....	@ 13
Sheep, choice.....	@ 12
Sheep, medium to good.....	@ 11
Sheep, culs.....	@ 10

## PROVISIONS.

(Jobbing Trade.)	
Smoked hams, 10 lbs. avg.....	@ 18
Smoked hams, 12 to 14 lbs. avg.....	@ 17
Smoked hams, 14 to 16 lbs. avg.....	@ 16½
Smoked picnic, light.....	@ 14
Smoked picnic, heavy.....	@ 13
Smoked shoulders.....	@ 13
Smoked bacon, boneless.....	@ 18
Smoked bacon (rib in).....	@ 17
Dried beef sets.....	@ 28
Smoked beef tongue, per lb.....	19 @ 20
Pickled bellies, heavy.....	@ 13½

## FRESH PORK CUTS.

Fresh pork loins, city.....	@ 16½
Fresh pork loins, Western.....	11 @ 14
Frozen pork loins.....	@ —
Fresh pork tenderloins.....	@ 25
Frozen pork tenderloins.....	@ 22
Shoulders, city.....	@ 14
Shoulders, Western.....	@ 12½
Butts, regular.....	@ 13
Butts, boneless.....	@ 15
Fresh hams, city.....	@ 17
Fresh hams, Western.....	@ 15
Fresh picnic hams.....	@ 12

## BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	75.00@ 80.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	65.00@ 70.00
Black hoofs, per ton.....	@ 30.00
Striped hoofs, per ton.....	@ 40.00
White hoofs, per ton.....	60.00@ 65.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	85.00@ 90.00
Horns, avg. 7½ oz. and over, No. 1's.....	@ 150.00
Horns, avg. 7½ oz. and over, No. 2's.....	@ 75.00
Horns, avg. 7½ oz. and over, No. 3's.....	@ 50.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	11 @ 13½c. a pound
Fresh cow tongues.....	8 @ 10c. a pound
Calves' heads, scalded.....	.55 @ 60c. apiece
Sweetbreads, veal.....	.25 @ 75c. a pair
Sweetbreads, beef.....	.25 @ 30c. a pound
Calves' livers.....	@ 25c. a pound
Beef kidneys.....	.10 @ 14c. a pound
Mutton kidneys.....	@ 10c. apiece
Livers, beef.....	.11 @ 13c. a pound
Oxtails.....	9 @ 10c. apiece
Hearts, beef.....	7 @ 8c. a pound
Rolls, beef.....	@ 30c. a pound
Tenderloin, beef, Western.....	.25 @ 35c. a pound
Lambs' fries.....	8 @ 10c. a pair
Extra lean pork trimmings.....	@ 16c. a pound
Blade meat.....	@ 13c. a pound

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 3½
Suet, fresh and heavy.....	@ 5½
Shop bones, per cwt.....	25 @ 35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@ 90
Sheep, imp., medium wide, per bundle.....	@ 80
Sheep, imp., medium, per bundle.....	@ 60
Sheep, imp., narrow, per bundle.....	@ 40
Hog, American, free of salt, tcs. or bbls., per lb., f. o. b. New York.....	@ 45
Hog, extra narrow selected, per lb.....	@ 65
Hog, middles.....	@ 12
Beef rounds, domestic, per set, f. o. b. New York.....	@ 18
Beef rounds, export, per set, f. o. b. New York.....	@ 28
Beef bungs, piece, f. o. b. New York.....	@ 17
Beef middles, per set, f. o. b. New York.....	@ 60
Beef weasands, No. 1s, each.....	@ 7½
Beef weasands, No. 2s, each.....	@ 4½
Beef bladders, small, per doz.....	@ 50

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	20	22
Pepper, Sing., black.....	15½	17½
Pepper, Pepsang, white.....	18½	20½
Pepper, red.....	27	30
Allspice.....	5½	7½
Cinnamon.....	16	20
Coriander.....	5½	7½
Cloves.....	22	25
Ginger.....	15	18
Mace.....	60	64
Refined.....	36 @ 38	

## SALTPETRE.

Refined.....	36 @ 38
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## GREEN CALFSKINS.

No. 1 skins.....	@ .28
No. 2 skins.....	@ .26
No. 3 skins.....	@ .13
Branded skins.....	@ .22
Ticky skins.....	@ .22
No. 1 B. M. skins.....	@ .26
No. 2 B. M. skins.....	@ .19
No. 1, 12½-14.....	@ 3.30
No. 2, 12½-14.....	@ 3.05
No. 1 B. M., 12½-14.....	@ 3.05
No. 2 B. M., 12½-14.....	@ 2.25

No. 1 kips, 14-18.....	@ 3.55
No. 2 kips, 14-18.....	@ 3.30
No. 1 B. M. kips.....	@ 3.30
No. 2 B. M. kips.....	@ 2.15
No. 1, heavy kips, 18 and over.....	@ 4.40
No. 2, heavy kips, 18 and over.....	@ 4.15
Branded kips.....	@ 2.80
Heavy branded kips.....	@ 3.80
Ticky kips.....	@ 2.80
Heavy ticky kips.....	@ 3.80

## DRESSED POULTRY.

### TURKEYS.

Fresh killed—	
Maryland and Delaware, fancy.....	@ —
Maryland and Del., fair to good average.....	@ —
State and Pennsylvania, fancy.....	@ —
Western, spring, dry-pkd., fancy.....	21 @ 22
Western, spring, dry-pkd., fair to good.....	18 @ 20
Western, spring, scalded, fancy.....	21 @ 21
Ky. and Tennessee, dry-pkd., choice.....	19 @ 20
Texas, dry-pkd., fancy.....	19 @ 20
Iced—	
Western, spring, dry-pkd., fancy.....	@ 20
Western, spring, dry-pkd., good to prime.....	18 @ 19
Ohio and Michigan, scalded, fancy.....	@ 18
Western, spring, average.....	17 @ 18
Kentucky and Tenn., dry-pkd., choice.....	17 @ 18

### CHICKENS.

Fresh dry packed, 12 to box—	
Western, milk-fed, dry-pkd., 18 to 24 lbs. per doz., per lb.....	@ 27
Western, milk-fed, dry-pkd., 25 to 30 lbs. to doz., lb.....	@ 23
Western, milk-fed, dry-pkd., 31 to 36 lbs. to doz., per lb.....	17½ @ 18
Western, milk-fed, dry-pkd., 43 to 46 lbs. to doz., per lb.....	17½ @ 18
Western, corn-fed, dry-pkd., 18 to 24 lbs. to doz., lb.....	@ 25
Western, corn-fed, dry-pkd., 25 to 30 lbs. to doz., lb.....	@ 22
Western, corn-fed, dry-pkd., 31 to 36 lbs. to doz., lb.....	16½ @ 17
Western, corn-fed, dry-pkd., 43 to 46 lbs. to doz.....	16½ @ 17
Fresh dry-packed, barrels—	
Phila. and L. I., fancy, 3 to 4 lbs. to pair.....	@ 30
Philadelphia, fancy roasters.....	@ 25
Phila. and L. I., aver. 6 to 7 lbs. to pair.....	20 @ 21
Nearby, squab, per pair.....	50 @ 60
Virginia, milk-fed, 3 to 4 lbs. to pair.....	@ 23
Western, dry-pkd., milk-fed, 3 to 4 lbs. to pair.....	@ 23
Western, dry-pkd., corn-fed, 3 to 4 lbs. to pair.....	@ 18
Ohio and Michigan, scalded, corn-fed broilers.....	@ 17
Other Western, scalded, 8 lbs. and over pair.....	@ 17
Other Western, scalded, mixed weights.....	15 @ 15½
Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked.....	@ 16½
Western boxes, 36 to 42 lbs. to doz., dry-picked.....	@ 14½
Fowl—bbls.—	
Southern and S.W., dry-pkd., avg. best.....	14 @ 14½
Other Poultry—	
Old Cocks, per lb.....	12 @ 12½
Squabs, prime, white, 10 lbs. to doz. per doz.....	@ 4.75

## LIVE POULTRY.

Chickens, nearly choice.....	@ 13½
Fowls, heavy.....	@ 13½
Roosters.....	@ 11½
Ducks, State, Spring.....	14 @ 15
Geese, per lb.....	13 @ 14

## BUTTER.

Creamery, extra (92 score).....	34½ @ 35
Creamery, higher (scoring lots).....	35½ @ 36
Creamery, Firsts.....	28 @ 33
Process, Extras.....	24½ @ 25
Process, Firsts.....	23½ @ 24

## EGGS.

Fresh gathered, extras.....	39 @ 40
Fresh gathered, extra firsts.....	36 @ 38
Fresh gathered, firsts.....	33 @ 35
Fresh gathered, seconds.....	27 @ 32
Fresh dirties, No. 1.....	22 @ 23
Fresh chex, good to choice.....	20 @ 21

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton.....	@ 30.00
Bone meal, raw, per ton.....	@ 35.00
Dried blood, high grade.....	@ 5.30
Nitrate of soda—spot.....	2.90 @ 2.90
Bone black, discard, sugar house del. New York.....	@ 21.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia.....	3.25 and 10c.
Garbage tankage.....	@ 7.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore.....	3.50 and 10c.
Foreign fish guano, testing 13½-14% ammonia and about 10% B. Phos. Lime.....	@ —
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	nom @ 2.70 and 35c.
Sulphate ammonia, for shipment, per 100 lbs., guar., 25%.....	@ 3.65
Sulphate ammonia, per 100 lbs., spot, guar., 25%.....	@ 3.65



